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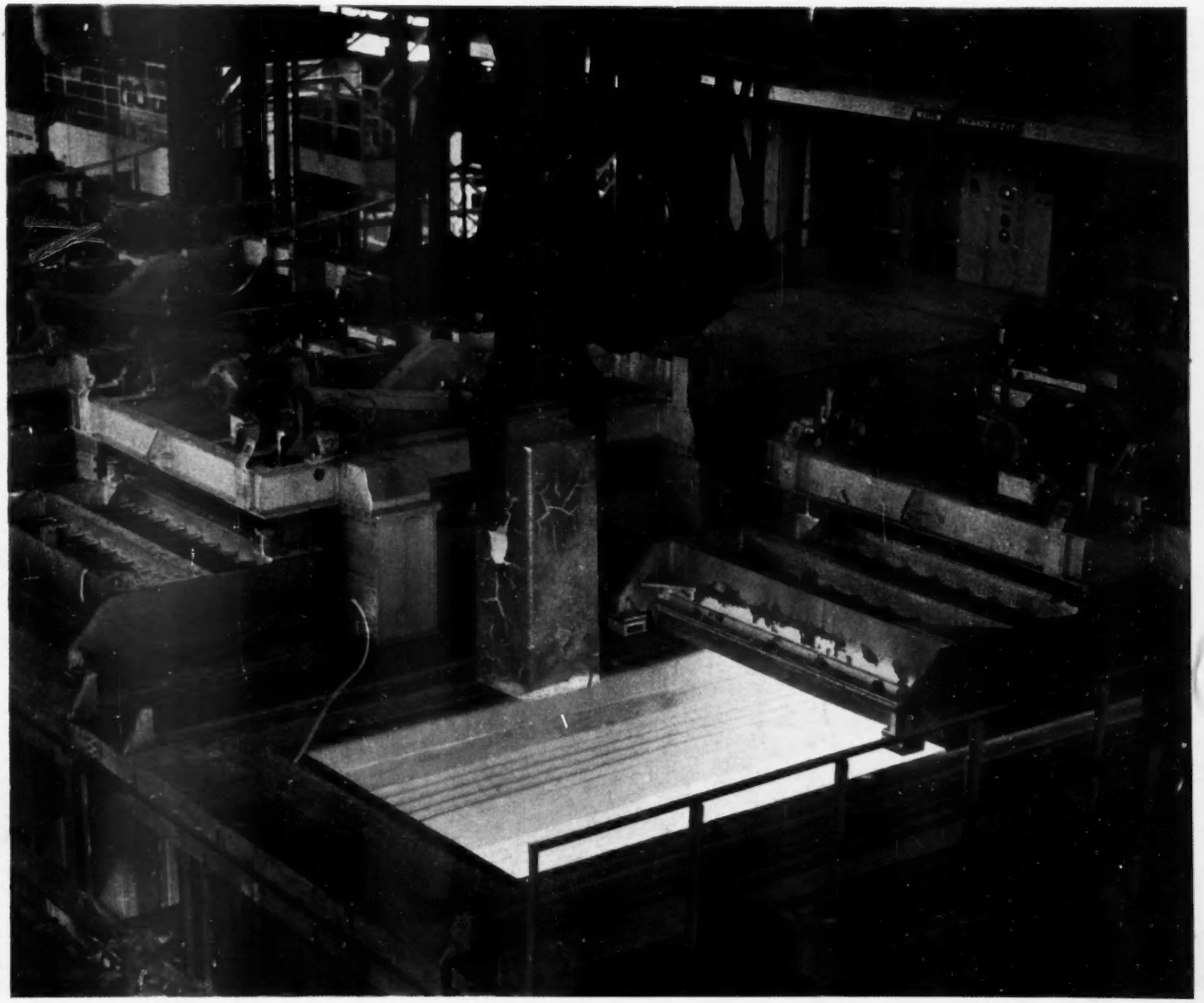

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The French economy—what now?

by Sir Frederick Everson KCMG, Minister (Economic) at the British Embassy in Paris

AS I WRITE THIS on June 21 France has behind her a month of severe social disturbances and strikes. Business confidence has been profoundly shaken. Businessmen cannot yet see their way through the uncertainties that lie ahead – a very large increase in labour costs, elections in June, the intensification of international competition in July, and an unpredictable increase in prices. The Government has announced that it will follow a liberal policy of expansion, hoping that output will grow fast enough to enable French industry to remain competitive and profitable but in this swiftly moving situation there has recently been talk of the introduction of measures of protection against imports and of stimulation of exports. To most French businessmen the future seems overloaded with problems.

Wage rates are going up in all by about 10 per cent to 15 per cent. The Government, the employers' federation and the trade unions agreed on May 24 and 25 to big increases in wages and other improvements in working conditions. Since then unions and employers have been working out the application of this general understanding at the factory level. The main part of the rise in wages will apply from June 1, taking into account any previous increases granted in 1968, and the rest, usually a 3 per cent increase, from October 1.

Prices will rise much less than this. Competition is going to be intense. The remaining 15 per cent of the French tariff against other Common Market countries' goods will be abolished on July 1, and most items in the external tariff of the Community will be cut by 20 per cent at the same time, in consequence of the Kennedy Round. For France there will also be a further small reduction arising from the final adjustment of the French tariff to the Common Market level. In all this means that the tariff on British goods at the French frontier will be cut on July 1 by a wider margin than the tariff on German or Italian goods though it will of course remain substantially higher.

On top of this British exporters should be benefiting from devaluation. They have used the devaluation margin either to improve their selling arrangements or to reduce their prices or, as in the majority of cases, to do a bit of each.

French wage earners are going to enjoy a very substantial increase in purchasing power. Pay packets will be low in June owing to time lost on strike, but when the increases reach their pockets in August and September, and especially after October 1 when the last increment is due, a boom in sales of consumer goods is predictable.

The demand for components and materials should soon return to something like its normal rhythm. Many firms may work overtime to make up for time lost. It has been agreed with many trade unions that strikers should be paid for half the time spent on strike and should work extra hours to earn the money. But other firms may hesitate to renew orders at the normal level because of doubts about their competitive power, in the face of much higher costs in a much more competitive market.

The outlook for exports of capital goods to France is highly unpredictable for the immediate future. We may expect that orders which were placed before the troubles will be delivered and that deliveries delayed by the strike in the transport services will catch up during the remaining months of 1968. But French manufacturers may well hesitate, at least until September, before they arrive at new investment decisions.

The holiday period, during which little business is normally done in France, will this year be a time for re-assessment. Many senior businessmen will shorten their holidays in order to study and resolve their problems. British exporters may find that some of their clients will be willing to receive them during the next three months. We may certainly expect our competitors to be exploiting the openings which the expansion of purchasing power will create for the autumn. British exporters should ascertain by letter, telex or telephone whether their agents and customers will be available to receive them. Even though orders may not be very readily obtainable in the next few weeks, it is essential, in order to increase our trade with France, to maintain and extend business connections and, so far as possible in the swiftly moving French situation, to take account of French Government measures in following up these connections. The economy of a great nation cannot long tolerate an interruption of its international trade, and business will pick up sooner or later under the impulse of the increase in purchasing power. British exporters should try to get in first.

Export Intelligence (Tel. 01-248 9633) is ready to help new exporters with information about the French market and offers a handy channel of inquiry with swift access to the Embassy and Consular posts in France. The British Chamber of Commerce France (6, rue Halévy, Paris, 9e) also offers its assistance.

Two special efforts to increase trade with France are under way. The Commercial Department of the British Embassy in Paris has selected, in conjunction with the home departments concerned, some industries in which a considerable increase in sales of British machinery should be possible. Information on the prospects of selling plant and equipment for these industries – paper and board making, printing, packaging and bottling, textiles and food and drink processing – can be obtained from the Regional Offices of the Board of Trade (addresses on page viii of the supplement to June 14 issue). Secondly, there is to be a British Shopping Week in Lille from October 9-19. It is getting the enthusiastic support of retailers in Lille and should provide a good way of getting into the market for consumer goods in the densely populated region of which Lille is the capital.

(Agency opportunities in France on next page)

Registration of Trade Marks in France

UNDER THE NEW FRENCH law on Trade Marks, which came into effect on August 1, 1965, the first applicant is entitled to register a trade mark and the mere use of a mark no longer confers any proprietary rights. The law provides for a three-year transitional period, which ends on July 31, 1968, during which persons who have used a trade mark prior to August 1, 1965, but have not registered it are given priority to register their marks. Under the new law trade marks are registered in respect of goods and services.

Companies who have used unregistered trade marks in France for goods and services prior to August 1, 1965, are strongly recommended to ensure that they are duly registered by July 31. Failure to do so could lead to registration and use by competitors. There is also a very real danger that unscrupulous persons might take advantage of the provisions of this law and register well-known commercial names with the idea of selling them back to the actual users; such practices have not been unknown under similar circumstances. The legal action necessary to redress such abuse would be long and expensive.

An English translation of the new law and of the decree applying the provisions of the law is available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

Agency opportunities in France

Below is a list of current agency opportunities in France, reprinted from the Board of Trade's *Export Services Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.24369/68	Dry grinding and crushing mills	Agency	119/68
ESB.23552/68	Grinding machines; lathes	Agency	114/68
ESB.14714/68	Infra-red measuring equipment	Agency	110/68
ESB.20206/68	Mesh cloth; piece goods	Agency	100/68
ESB.19330/68	Parking meters; vending machines	Agency	92/68
ESB.15558/68	Polytetrafluorethylene	Agency	85/68

French freight executives visit British ports

THE BRITISH NATIONAL EXPORT COUNCIL announces that senior executives of France's most important organizations concerned with freight transport and shipping have been visiting the ports of Tilbury and Felixstowe this week (June 25-28) to study British techniques of transportation and handling. This visit has been requested and paid for by the French, and BNEC Missions is giving organizational help with the programme.

The organizations concerned, which include the French Line, the shipping division of the French State Railways, port authorities and shipping and forwarding agents, have formed a group known as France-Containers. Its aim is to increase the efficiency of freight transportation in France, and a study group from France-Containers has already visited the port of Antwerp.

M. Adant is leader of the group. His company Editions Robert Garouel et Adant of Paris publish *Mouvement*, the leading technical journal devoted to freight transport.

The France-Container delegation is interested in finding out about the best of modern handling techniques, such as special handling required for foodstuffs, cargoes which have inflammable or explosive characteristics, about transport systems and safety regulations. They have also been seeing working equipment such as Pacecho-Vickers cranes and BNEC Missions section has arranged that in addition to the two ports, a visit to the British Rail Terminal at Stratford, East London, where modern equipment, including the Stephen 'con-jack' and Herbert Morris and Stothert and Pitt gantry and cantilever cranes, are in use.

BNEC chairman on film as a marketing tool

ANOTHER 500 United Kingdom firms selling overseas could add industrial film to their marketing strategy, Sir Derek Pritchard, Chairman of the British National Export Council, told the British Industrial Film Festival in London on June 18.

Sir Derek, who was presenting prizes at the Festival, said it was estimated that not more than a third of the 1,000 industrial films made each year are used overseas to boost British exports. He continued: 'Today, the small and medium-sized firm starting to sell overseas is underwriting its own survival and expansion. To get their share of Britain's current overseas sales of around £120 millions a week, these firms should seize and develop every marketing aid available. Film has proved its worth, time and time again. Even for the most persuasive and able salesman, the right film can be a powerful aid.'

Danish Minister visits UK

PROFESSOR P. NYBOE ANDERSEN, the Danish Minister for Economic Affairs and European Market Relations, is paying a visit to the United Kingdom from June 27 to July 1, as the guest of Mr. Anthony Crosland, President of the Board of Trade. He is accompanied by Mrs. Andersen.

The Minister's visit is of a goodwill nature and is intended to strengthen the ties between Denmark and the United Kingdom. His meetings with British Ministers are intended to provide an opportunity for a full exchange of views on matters relating to bilateral and multilateral trade and other topics of mutual interest.

The Minister's official engagements include discussions with the President of the Board of Trade, the Chancellor of the Exchequer, the Foreign Secretary, the First Secretary of State, the Minister of Technology and the Minister of Agriculture, Fisheries and Food. He was the guest of honour at a luncheon on June 27 given by the President of the Board of Trade at Lancaster House. On the evening of June 27 the Minister was again the guest of honour with Mrs. Andersen at a reception given by the President at Lancaster House, where he met leading British businessmen. Today (June 28) the Foreign Secretary is giving a luncheon for the Minister.

Libyan buying mission to visit London

A 14-MAN BUYING MISSION from Libya is visiting Britain from July 14 to 20 as the guests of the London Chamber of Commerce. The mission is comprised of members of the Tripoli and Benghazi Chambers of Commerce, together with a representative of the Ministry of Economy and Trade. The leader will be Haj Ismail Ben Lamin, President of the Tripoli Chamber of Commerce.

The inward mission is part of a strong export drive being mounted in the Middle East by the London Chamber of Commerce since devaluation. A 'crash' London Chamber trade mission visited the area in February to assess what new opportunities might be offered following devaluation and to investigate the trade developments after the Middle East conflict.

The Libyan mission has been invited to Britain to meet British companies and see the latest technical developments just prior to the publication of their next five-year-plan. In common with other Middle East countries Libya is embarking on an ambitious development programme which offers tremendous opportunities to British exporters in the capital goods and construction fields. The Libyans have recently placed a £100 million arms order with Britain, and it is expected that further large orders will follow.

CBI June Industrial Trends Survey

THE CONFEDERATION of British Industry announce that 1,367 replies were received to the CBI Industrial Trends Survey (No. 32) in the two weeks ending on June 5. The firms taking part provide some 40 per cent of British exports and employ in the region of 2½ million people. Their replies are weighted to take account of their size, their industry and their export achievements. The main results of the present survey give a consistent picture of continuing recovery in the level of business activity. The February Survey was carried out when there was much post-devaluation uncertainty, particularly over the contents of the March Budget. Export optimism rose to its highest point ever, but the general level of business optimism was virtually unchanged from October. The present Survey now shows a distinct further rise in the general level of optimism, continuing the general improvement since the very low level recorded at the end of 1966.

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Mr. Frank Cole (extreme right), president of the Birmingham Chamber of Commerce and Industry, and Sir Antony Part (second from right), Permanent Secretary, Board of Trade, with members of Birmingham Chamber of Commerce and Industry during Sir Anthony's visit on June 19. Mr. J. F. J. Jardine, Midland Regional Controller, Board of Trade, is seen second from left, and Mr. Robert Booth, Director of the Birmingham Chamber, is sixth from the right.

Lord Brown's visit to Northern Ireland

LORD BROWN, Minister of State, Board of Trade, with special responsibility for export, has been visiting Northern Ireland on June 27 and 28. Lord Brown's programme for this visit was as follows:

June 27. Luncheon arranged by the Ministry of Commerce at the Northern Counties Hotel, Portrush, to meet exporters from Counties Antrim and Londonderry. Dinner in Belfast, given by the Central Council of Irish Linen Industry Ltd.

June 28. Buffet luncheon and meeting of exporters at Chamber of Commerce House, Belfast, organized by the Northern Ireland Chamber of Commerce and Industry.

Lord Brown's programme also includes a meeting with Mr. Brian Faulkner, the Minister of Commerce and Ministry officials, and visits to the following Northern Ireland firms with export interest: Richard Atkinson and Co. Ltd., (Belfast); William Clark and Son Ltd., (Upperlands, Co. Londonderry); Davidson and Co. Ltd., (Belfast); James Mackie and Son Ltd., (Belfast); McDowall and Son Ltd., (Ballymena); Old Bleach Linen Co. Ltd. (Randalstown).

Staff suggestion award for BoT civil aviation technicians

A STAFF suggestion scheme award of £200 is to be shared equally between two technicians of the Board of Trade Civil Aviation Flying Unit (CAFU) based at Stansted Airport, Essex.

The awards were presented by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade on June 24, at the Board of Trade headquarters in Westminster to 36-year-old Mr. Robert W. Phillips of Saffron Walden and 34-year-old Mr. Patrick M. Moylette of Bishop's Stortford.

Both men are employed on the evaluation, planning and operation of flight inspection equipment for radio and navigational aids. Their award-winning suggestion is of a technical nature, involving a modification to the Telecroscope equipment used by the Unit in checking the accuracy of the glide path of runways using the Instrument Landing System (ILS).

The Instrument Landing System provides not only the principal guidance information for the landing of aircraft in conditions of poor visibility but is essential to automatic landing operations. It requires ground installations to transmit radio beams defining the centre line and glide path for the approach to the airport runway. Equipment in the aircraft indicates to the pilot his position on this glide path. The high degree of accuracy and dependability which is essential in these systems demands that precise measurements of aircraft position are taken during CAFU inspection flights down the ILS radio beams.

As a result of the suggestion the Telecroscope equipment used by CAFU has been modified and its performance at difficult sites has shown a remarkable improvement. The modified system is now in daily use resulting in improved working conditions and the saving of aircraft flying time.

The Inter-Department Committee of Awards to Inventors in recommending the award of £100 to the two men considered that they had made a useful contribution towards providing an accurate instrument for use where aircraft safety was concerned.

Thorn Electrical Industries Ltd. — Radio Rentals Ltd.

MR. ANTHONY CROSLAND, President of the Board of Trade, said in answer to a Parliamentary Question on June 21 that he had accepted the conclusion of the Monopolies Commission that the merger between Thorn Electrical Industries Ltd., and Radio Rentals Ltd., does not operate and may not be expected to operate against the public interest.

The Commission's full report will be published as soon as possible.

The Board of Trade announced on February 19, 1968 that they had referred the proposed merger to the Monopolies Commission for investigation and report under the Monopolies and Mergers Act, 1965. The Commission was required to report within four months; they did so on June 14.

A group of eight members of the Commission investigated this merger; there was one dissentient to the majority view.

'Learning the language of export success'—correction

FURTHER TO the article 'Learning the language of export success', published in the *Board of Trade Journal* of May 24, page 1567, the secretary of the Regional Advisory Council for Technological Education (London and Home Counties), has pointed out that the Regional Advisory Councils are not Councils of the Department of Education and Science but are voluntary associations of local education authorities. The following amendments should be made to the list of Councils published on page 1568.

The East Anglian Regional Advisory Council for Further Education is now at County Hall, Martineau Lane, Norwich, Norfolk, Nor.49A (Tel. Norwich 22288).

The East Midlands Regional Advisory Council for the Organization of Further Education is now at 12 King John's Chambers, Bridlesmith Gate, Nottingham (Tel. Nottingham 293291).

The secretary of the Northern Advisory Council for Further Education is now A. Johnson, MSc.

The secretary of the Yorkshire Council for Further Education is now John Leese, MA, MEd, PhD.

The secretary of the Welsh Joint Education Committeee is now H. Wyn Jones, MA, BSc,

'British industry's positive and determined reaction to post-devaluation opportunities'

—The Prime Minister

'EVERY BUSINESSMAN going abroad, in addition to packing his luggage with samples, plans, tenders, should find room for a confident statement on what British industry has achieved.' This was said by Mr. Harold Wilson, the Prime Minister, in reviewing the seven-months' period since devaluation at a luncheon of the Norwich Incorporated Chamber of Commerce on June 21.

'Let the message ring out loud and clear, that British industry is reacting in a positive and determined way to the post-devaluation opportunities and that this, together with its growing competitiveness and aggressiveness, is leading to a considerable growth in export orders.' The Prime Minister said 'It takes time for this to be reflected in our monthly trade figures. That is why we have always forecast that we shall not see a real boost in exports until the second half of the year.

'Some exports, of course, have been able to respond quickly, particularly those which are day by day pouring off the production lines. Others take a year, two, three or even more years to produce, particularly some of the great capital goods exports – and our aero engine orders will take a great deal longer. The same is true with the negotiation of contracts yet to be fulfilled. The more complicated and sophisticated goods – electrical generating equipment, transformers, switch gear, multi-million pound contracts for the supply of complete factories or chemical plants – chemical complexes even – the very complications of negotiation and agreeing specifications involve many months or even longer before the contract is signed.

'But British industry is on its way.'

The Prime Minister then gave the following details of a few representative industries:

Motor Industry: There have been encouraging reports from the industry. BMC hope greatly to increase their exports beyond the 240,000 vehicles exported in 1967. Export orders for Leyland and Albion trucks and buses in the first quarter of this year were 36 per cent higher than in the first quarter of 1967. For the whole of the British Leyland Group about half the sales target of £1,000 million for 1968 represented overseas business. Vauxhall car exports were 50 per cent up in the first quarter of this year compared with the first quarter of 1967. Both Fords and Jaguars are aiming at very significant increases in sales to the United States.

Aircraft: The adoption of the new Rolls-Royce RB 211 engine has already won orders worth £180 million and could eventually bring in more than £1,000 million in exports by 1980.

A record major aero-space industry achievement (possibly worth as much as £100 million) is the contract to BAC from Libya for a mobile air defence system based on the Thunderbird and Rapier missile system. Orders for the BAC One- Elevens now exceed 150 and include six for Rumania (value £10 million and an important break-through to the Eastern-bloc market). Other export successes are the Handley Page Jetstream (approximately 200 orders); the Hawker Siddeley HS. 748, largest selling British airliner since the Viscount; and the Britten-Norman Islander, sales of which are expected to reach 1,000 over the next few years.

Britain's pioneering work on air cushion vehicles has been concentrated with the Government's encouragement into the British Hovercraft Corporation which will shortly complete the first 165 ton SR-N4 Hoverferry due to enter the cross-channel service with British Rail this year. This will have room for 250 passengers and 30 cars, and will make Dover-Boulogne in 35 minutes. NRDC is promoting too the development of high-speed (up to 300 m.p.h.) guided hovertrain's transport systems. An experimental track for the trials is being built in East Anglia.

Textile Machinery: Stone-Platt Industries are supplying seven cotton mills worth £5.5 million to the Republic of Korea and their latest orders for sewing thread plant for Rumania bring their exports for that country to over £3 million in three years.

Boot and Shoe Machinery: The Soviet Union has ordered 20 shoe production lines from the British United Shoe Machinery Company, Leicester – an order worth over £2 million including complementary machinery from other firms.

Computers, Electronics and Scientific Instruments: The very week this Government took office I gave instructions to the newly formed Ministry of Technology that everything had to be done, no holds barred, to save the British computer industry from going under in the face of the formidable American challenge, which was one by one knocking out the computer industries of other countries of Western Europe. We have now a robust, modernized, integrated computer industry, the result of a keen and productive partnership between private enterprise and Government sponsorship. The computer order book for Europe alone is likely to run into hundreds of millions a year and we are now well placed to increase our share of that market. To take a recent success, I.C.T. have recently won probably the largest ever computer order in the Middle East, a system worth £550,000 for Cairo University. Britain now has the only viable computer industry in the Western world that is not controlled by American firms and the newly formed International Computers Limited will be by far the largest company outside the United States specializing in commercial and scientific computers.

In electronics Britain has a history of proud technological achievements which include:

the first radar; the first business data processing computer (Leo I in 1951); the first high definition TV; the first scanning electron microscope (Cambridge Instrument Company, Queen's Award 1968); the first computer controlled paper-making process (Wolvercote, 1965, with NRDC support); the first electronic telephone exchange (Highgate 1962) (more than 95 per cent of all Britain's telephone exchanges now have automatic working); the revolutionary pulse-code modulation in tele-communications, which prevents progressive deterioration of speech signals and enables 12 times as many conversations to be carried out as on existing systems; the first completely 'blind' automatic landing system for aircraft (S. Smith, Autoland, 1966).

Civil Engineering: Our civil engineers, our consultants and the supporting industries at home are scouring the world for orders abroad – and are winning them. The Laing Group have won an important stake in building a £50 million motorway along the northern coast of Spain.

The largest single batch of fork lift trucks ever to be exported from Britain went to Chile in March. Eighty Perkins trucks formed part of a £356,000 order by the Chilean Port Authority.

Shipbuilding: We have begun urgent action to restructure this industry, to modernize it and there has been a corresponding response from the trade union side in the removal of restrictive practices. This urgent action has put the industry firmly in on the new container revolution where we were in danger for a time of seeing all the orders British and foreign going to overseas yards, and has enabled it to get some of the orders for mammoth tankers for British yards – and this has continued in the past few days. The shipbuilding industry's order book at the end of March stood at £249 million – a great increase on last year, and a substantial proportion of this for export.

Machine Tools and Automation: Deliveries of machine tools have increased every year since 1963 and in 1967 both home and export deliveries reached new records in value and in volume terms. Export orders in 1967, boosted by substantial Russian and Polish contracts, were more than 30 per cent higher than in 1966; and orders in hand rose by over 40 per cent during the year. In the first quarter of 1968 both deliveries and net new orders were up, possibly reflecting the effects of devaluation.

Automatic assembly, numerically controlled machinery, and new techniques of metal framing and cutting are all important in raising productivity and the Ministry of Technology has a wide programme of measures to accelerate their introduction into British industry. For example, despite the advantages of numerically controlled machining in higher production rates, reduced costs and greater accuracy, it took from 1956 to 1966 to achieve the first 1,000 N-C machine tools in United Kingdom industry. Now one company alone has 100 N-C machine tools in use and as many again on order; three years ago it had virtually none. The important assistance by the Ministry of Technology to the machine tool industry includes the commitment of £6 millions in pre-production orders to enable batches of tools to be made and tried out in production conditions.

Atomic Energy: The Advanced Gas-Cooled Reactor designed by the A.E.A. (Prototype, Windscale 1962) is the first power reactor in the world capable of producing electricity at a cost below that of conventionally powered stations. The A.G.R. has been chosen in competition with systems designed in the United States, to inaugurate Britain's second 8,000 MW nuclear power programme. Ten per cent of all the power generated in the United Kingdom at the present time comes from nuclear stations.

'I have left out a considerable number of industries, and a much larger number of individual firms, whose achievements in these past months have been no less notable. For the limit on this success story is presented not by the facts but by the time available,' the Prime Minister added.

He went on to say that successes such as these could not be won without ever increasing attention to increasing productivity. After the measures of July 1966, which inevitably held back production, we achieved a remarkable increase in productivity – contrary to the experience of every previous period of recession. He thought this was due in the main to the determination of management faced with a real struggle to maintain – let alone increase – profits, to cut out waste at every level from the boardroom downwards, not least waste in the use of labour.

'In a period when production was not rising – indeed in many sectors of the economy was falling – we achieved a much greater output per head.

'In these past few months with production rising this has been achieved with very little increase in the use of labour and I recently had occasion to quote the authoritative figure that in the first quarter of this year compared with the first quarter of 1967, our industrial productivity has increased by close on 6 per cent.

'We have to be constantly watchful to see that in the new situation with expanding production, and consequent pressure on resources – particularly skilled labour – we continue to record a month by month increase in productivity. Export orders will help, but in a very real sense success in exports depends on productivity just as our chance of further increases in productivity depends on getting export orders.'

Visits by British Overseas Commercial Representatives during the period to September 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

AUSTRIA (Vienna)	R. E. GAMBLE First Secretary (Commercial)	September/October	In present post since 1964
BARBADOS (Bridgetown)	A. E. FARRELL Second Secretary (Commercial)	September/October	In present post since 1966
CEYLON (Colombo)	J. M. DUTTON Deputy High Commissioner and Counsellor (Commercial)	September	In present post since 1966
HUNGARY (Budapest)	D. S. KEELING Third Secretary (Commercial)	*August	In present post since 1967
LAOS (Vientiane)	P. C. BARNES Second Secretary (Commercial)	*September	In present post since 1967
NEW ZEALAND (Christchurch)	J. R. BOLTON First Secretary (Commercial)	September/October	In present post since 1966
PERSIAN GULF (Abu Dhabi)	M. J. COPSON (Commercial Officer)	*September	In present post since 1967

*Two weeks only available.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed at page viii of the *Board of Trade Journal* of June 14, 1968). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives, can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

ECGD in the financial year 1967-68

THE FOLLOWING STATEMENT on the past financial year's trading results was issued on June 19 by the Secretary of the Export Credits Guarantee Department, Sir Anthony Percival:

'Until the final months of the financial year 1967/68 it seemed likely that, for the second year running, ECGD would show a deficit on the main "commercial" account. In fact we have ended with a surplus of £1.9 million (provisional) on the insurance account, compared with a deficit in the previous year of £5.5 million. In consequence the cumulative reserve now stands at £56.6 million (provisional) compared with £54.7 million a year ago and £60.2 million two years ago.

'This better showing resulted less from the decrease in claims – £14.6 million as against £15.9 million in the previous year – than from an increase in recoveries on earlier claims from £5.1 million to £7.8 million; premium income, because of increased turnover, also increased from £6.6 million to £7.8 million.

'The national interest insurance account also showed improvement: a surplus of £3.3 million (provisional) compared with £1.5 million in the previous year, due mainly to an increase in premium receipts (mainly on financial guarantees) from £2.6 million to £5.0 million. In consequence the cumulative reserve increased from £20.6 million to £23.9 million.

'In interpreting the year's accounts it is important to differentiate between claims arising through the failure of private buyers to pay – on which eventual recoveries average only about 30 per cent – and the remainder, predominantly due to exchange shortages, which in the past have always been recovered, however long the wait.

'It is therefore a little disturbing that "buyer" claims continue to increase. This year they amounted to some £5.5 million, compared with £3.9 million in the previous year, and an average of £2.3 million over the four years 1961-65. To some extent this increase must reflect the pressure of current world economic weaknesses on individual importers but there may also be an underlying longer-term trend.

'Claims arising from economic and political difficulties still exceeded losses due to difficulties with individual buyers. As in 1966-67, the main markets affected were Ghana (£6.4 million), the UAR (Egypt) (£3.5 million) and Indonesia (£2.1 million).

'During the year the troubles in the Middle East forced us to restrict facilities for many of the markets which declared an interest (whether directly in the war, by moral support of either party or by rupture of diplomatic links with Britain) but when hostilities ceased we resumed cover for the non-combatant countries. The restricted terms which we had applied to our cover for business with those markets more closely involved has been gradually eased.

'The moves to independence in Aden and Mauritius and the deteriorating economic conditions in Nigeria and Peru caused us to increase premium charges for business in these markets; on the other hand we were able to reduce premiums for business with Abu Dhabi and Iran. We are also now prepared to offer some cover on terms exceeding five years for Pakistan, where this is necessary to match officially-supported foreign competition. Our facilities for Greece have been maintained without interruption.

'Turnover continued to increase: for commercial business from £1,588 million to £1,735 million, and for national interest business from £95 million to £154 million. The latter was largely Financial Guarantee business, now coming forward in volume for shipment, which almost doubled from £68.8 million to £126.4 million. Total insured turnover thus increased by just over 12 per cent.

'In the field of guaranteeing lending by the banks, Financial Guarantees, as I have said, accounted for £126.4 million; the remaining business on longer than two years' credit took up a further £77.1 million, and the relatively new guarantees for short-term business covered £123.4 million, more than twice the £57.9 million of the previous year. Moreover, in the first quarter of 1968 short term guarantees were covering business equivalent to an annual rate of roughly £180 million.

'During the year we have organized a number of lines of credit in certain countries in order to create opportunities for British trade as favourable as those offered by other exporting countries. In such cases we have agreed to guarantee loans made by British banks to finance sales of United Kingdom goods or projects in advance of the settlement of the individual supply or constructional projects to which the loans would eventually apply. For Israel we agreed a line of credit for industrial development projects and for Brazil we agreed a line of credit for the supply of equipment for a new merchant navy fleet to be built in Brazil. Since the end of the financial year a further line of credit has been agreed for the Central American Bank for Economic Integration covering three public utility projects. Another has been agreed in principle between Lord Brown, Minister of State in the Board of Trade, and the Yugoslav Government.

'We continue to develop our services. We opened a new branch office last year on the periphery of London, at Crawley. There are now 20 branch offices. During the year nearly 19,000 visits were made to service existing policyholders and nearly 13,000 calls were made on uninsured exporters and other organizations to explain or discuss our facilities. However small a firm's present exports may be – or even if they have not yet exported anything – they are assured of our willing help.

'The value of our services is commonly measured by comparison with those of our competitors. This depends on two factors: technical skill, and the extent to which any insurer will go in covering "softer" credit terms. As to the first, we welcome comparison. As to the second, it is sometimes urged that ECGD should back up the British exporter by being more aggressive'. We know from experience that aggression begets aggression, and that leap-frog credit competition brings benefit only to buyers. But we intend, of course, that our own exporters should not be outbid, and we have therefore fostered and developed the arrangements for co-operation between all export credit organizations throughout the world.'

	'Commercial' Business		'National Interest' Business	
	1966-67	1967-68 (Provisional)	1966-67	1967-68 (Provisional)
Insurance a/c Income				
Premium	6·6	7·8	2·6	5·0
Recoveries	5·1	7·8	0·7	0·2
Interest	3·2	3·2	1·1	1·2
	14·9	18·8	4·4	6·4
Insurance a/c expenditure				
Claims payments	15·9	14·6	2·5	2·9
Administration and services	2·8	3·0	0·3	0·3
	18·7	17·6	2·8	3·2
Insurance a/c balance	— 3·8	+ 1·2	+ 1·6	+ 3·2
*Bank Guarantee a/c balance**	— 1·7	+ 0·7	— 0·1	+ 0·1
Increase or decrease in Revenue Balance	— 5·5	+ 1·9	+ 1·5	+ 3·3
Cumulative reserve at beginning of year	60·2	54·7	19·1	20·6
Cumulative reserve at end of year	54·7	56·6	20·6	23·9

*Bank guarantee claims are normally recovered, either by payment of a claim under the insurance or by recourse to the exporter: in earlier accounts the former has been shown as 'two claims and one recovery'. To present a clearer picture, a separate account is now kept for bank guarantees. As this is largely a matter of 'leads and lags', only the balance of this account is shown in the above tables.

ECGD back contracts totalling £5¾m.

THE EXPORT Credits Guarantee Department has signed financial guarantees totalling £5¾ million covering the financing of two shipping vessels for Norway.

One is for a 99,800 tons deadweight bulk carrier worth approximately £3.47 million which will be owned jointly by Skibsaktieselskapet Aino, Skibsaksjeselskapet Viator, Skibsaksjeselskapet Viva and Skips A/S Bonita, all member companies of the C. H. Sorensen and Sonner group at Arendal.

The other covers the financing of the 9,330 tons deadweight liquefied gas carrier worth approximately £2.3 million for Krustian Gerhard Jebsen Skipsrederi of Bergen, Norway.

The bulk carrier, for which a contract was signed in April 1967, is scheduled for delivery in December 1969 and is being built by

Harland and Wolff Ltd., of Belfast.

The loan is for £2.78 million, and will be managed by Hambros Bank Ltd., on behalf of the Midland Bank Ltd., and themselves. It is repayable over a period of 10 years.

The small vessel of 9,330 tons deadweight for which a contract was signed in May 1967 is due for delivery in July 1968 and is being built by Scotts' Shipbuilding & Engineering Co. Ltd. of Greenock, a member of the Scott-Lithgow Group.

The loan for about £1.8 million will be managed by Hambros Bank Limited, acting on behalf of themselves, the National Commercial Bank of Scotland Limited, Lloyds Bank Limited and Westminster Bank Limited and is repayable over a period of 10 years from delivery.

Minister opens building materials export seminar

OPENING A SEMINAR on the export of building materials at the Manchester Building and Design Centre on June 18, Mr. Robert Mellish, Minister of Public Building and Works, said it was the first of its kind in the country. 'When I speak to an audience such as this about the importance of exports,' Mr. Mellish said, 'I feel like the preacher who berates his congregation for failure to go to church. I realize today I am preaching to the converted. But it is vital to remember that exporting is not just a way of increasing profit, or diversifying or expanding markets, but is essential if this country is going to pay its debts and maintain the balance of payments and increase its prosperity.'

To an outsider the construction industry might seem an unlikely source of export potential, but it already made a significant contribution to the balance of payments.

'Earlier this year I held meetings with those bodies representing various export interests in the construction industry,' the Minister continued. 'I formed the impression from these meetings that a great deal was being done in each field, but there was a need for greater co-ordination of effort and exchange of information, particularly between the consultants and the contractors on the one hand and the material producers on the other.

'At the last meeting on May 29 my National Consultative Council decided to set up a separate working group on exports, with the express purpose of considering how greater co-operation can be achieved. This working group will be chaired by my Parliamentary Secretary, Lord Winterbottom, who has special responsibility for the oversight of export promotion in the construction industry.'

Exporting was not easy, and anyone who thought it was would be disillusioned. Yet the opportunities were there. World markets were expanding and developing countries were likely to demand more and more sophisticated products. The Soviet Union and the other countries of the Eastern bloc were an obvious target for British exports.

Mr. Mellish continued: 'The Government will do all in its power to expand exports, but in the final analysis it is those in industry who go out and get the orders. But this can achieve the best results if it is done in a planned and co-ordinated way. I therefore commend to all of you here the Building Materials Export Group. I ask you to join it and support it energetically.'

New industry for Hengoed

THE BOARD OF TRADE announce that Norgine Ltd., of 26-28 Bedford Row, London, are to erect a factory of 19,000 sq. ft. on a site of approximately four acres on the Tiryberth Industrial Estate, Hengoed.

Norgine Ltd. are manufacturers of medicines used and prescribed by doctors and are associated with similar companies operating in Belgium, France, Germany and the United States. They have been established for more than 40 years and a substantial proportion of their production is exported – to 20 or more countries. The firm expect to recruit initially about 20 people, including both men and women, and anticipate that, in due course, further recruitment will take place.

Bo'ness joinery plant expansion

A £300,000 EXPANSION project has been announced by James Walker (Leith) Ltd. at Bo'ness, West Lothian. They are to manufacture components for industrialized building and have ordered a 75,000 square foot system-built factory from Butler Buildings (United Kingdom) Limited of Kirkcaldy, Fife. The factory is to be built on the County Council's Carriden Industrial site.

Relative merits of washing powders

MR. ANTHONY CROSLAND, President of the Board of Trade, in answer to a Parliamentary Question on June 25, referred to the relative merits of the full price and reduced price washing powders. He said: 'A report by the Consumer Association published on June 13 found no difference between the full-price and reduced-price brands in tests for the removal of dirt and stains. They recommended as the "best buys" two reduced price brands, Surf and Tide; these are made available by the manufacturers at about 20 per cent less than the normal price for the dearer brands under arrangements agreed with the Board of Trade.'

Note:

The Consumer Association magazine *Which?*, published on June 13, reported on the relative merits of full price and reduced price household detergents. They concluded that the lower-priced brands washed clothes as clean, and were as efficient, as the more expensive and more heavily advertised brands.

The lower-priced brands of Lever Brothers & Associates and Procter & Gamble were introduced after agreement had been reached between the Board of Trade and those two companies. The then president announced on April 26, 1967, that the companies had undertaken to make fully available an alternative range of top quality soap powders and synthetic detergent powders at a wholesale price 20 per cent below the prices of existing products in these categories.

Accordingly Lever Brothers & Associates have marketed Surf and Sunlight at reduced prices and Procter & Gamble, Tide and Oxydol. The regular prices of these products have reflected the lower total advertising and promotional expenses connected with these brands.

Which? tested the various brands for stain-removing properties and whiteness and concluded that Surf and Tide, two of the lower price brands, were the 'best buys'. They also confirmed that the quality of the now cheaper brands had not deteriorated since April 1967, despite the reduction in the price which was then implemented.

Scope of Wool, Jute and Flax Industry Training Board redefined

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, on June 19 laid before Parliament an Order (The Industrial Training (Wool, Jute and Flax Board) Order, 1968, SI 1968 No. 898, HMSO, or through any bookseller, price 1s. 9d. net) under the Industrial Training Act, 1964, redefining the activities in relation to which the Wool, Jute and Flax Industry Training Board exercises its functions. The Order comes into operation on July 3, 1968.

The effect of the principal amendments is to bring within scope of the Board sorting, packing or warehousing fleeces (not being the property of the British Wool Marketing Board), arranging for the carrying out on commission of activities in the industry for another person, whether or not he is himself engaged in the industry; and dealing (with certain exceptions) in fleeces, textile fibres, tops and yarn. The activities of the British Wool Marketing Board are excluded from the Board's scope. The Order incorporates a number of other amendments with a view to clarifying the definition of the industry.

Note:

The Act empowers the Secretary of State to amend an Industrial Training Order. The scope of the Wool Industry Training Board, which was originally set up on June 29, 1964, was amended to include the jute, flax and cordage industries on April 27, 1966. The Board covers some 235,000 employees.

Ten factories for West Lothian

TEN NEW INDUSTRIAL projects have been announced for West Lothian by the County Council's Planning Convener, Provost William Brown, of Whitburn. The Council's two major industrial estates at Broxburn and Blackburn share in five of the developments. Bo'ness, Fauldhouse, Blackridge, Whitburn and Armadale are also to have new factories.

The new projects represent capital expenditure of over £1 million, and when completed and in full production will provide several hundred jobs. In each case there is room for further expansion.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 12.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	Dimethyloctanol, mixed 2, 6, 2- and 3, 7, 3-isomers	3, 7-dimethyl-3-octanol and 2, 6-dimethyl-2-octanol	December 31, 1968	13158
29.16	Benzilic acid . . .	As in previous column .	December 31, 1968	13179
29.35	2 - [2 - (4 - Benzhydryl-piperazin-1-yl) ethoxy) ethanol dihydrochloride	Hydroxydiethylphenamine hydrochloride 1 - (2 - (2-hydroxyethoxy) ethyl - 4 - alpha - phenyl-benzyldiethylene di-amine bihydrochloride	December 31, 1968	13172

Imports of fresh pears

THE BOARD OF TRADE announce in Notice to Importers, No. 1222, of June 22 that the quota for imports of fresh pears from non-sterling sources other than the Eastern Area countries for the 12 months from July 1, 1968 to June 30, 1969 will be 560,000 cwts.

Applications can be considered only from traders who held such licences during the quota year now ending. They should be made on form ILB/A and be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh pears) should be entered.

Applicants who wish to effect clearance at more than one port should make out the appropriate number of forms, indicating the proportions in which they wish their allocations to be split.

Imports of fresh apples

THE BOARD OF TRADE announce in Notice to Importers No. 1223 of June 22 that the quota for imports of fresh apples from non-sterling sources other than the Eastern Area countries for the period from July 1 to December 31, 1968 will be 304,000 cwts.

Applications can be considered only from traders who held such licences during the corresponding period of last year. They should be made on form ILB/A and be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh apples) should be entered.

Applicants who wish to effect clearance at more than one port should make out one application form only, indicating the proportion in which they wish their allocation to be split.

Mr. C. J. Griffiths (right), First Assistant Director General (Engineering) Australian Post Office, visiting the Coventry headquarters of GEC-AEI Telecommunications Limited, of England. With Mr. H. D. Hyamson, manager of the company's Radio Development Laboratory, he is discussing 2000 MHz microwave radio equipment which will be used to carry telephone calls between Perth and Adelaide – a distance of 1,500 miles. GEC has a contract worth over £4 million to complete this link which is one of the longest radio routes in the world.

Import quota for jute goods

THE BOARD OF TRADE have issued Notice to Importers No. 1224 of June 28 concerning imports of jute goods in the period July 1 to December 31, 1968.

The quota for imports of jute goods from countries other than India, Pakistan, the Irish Republic and the Eastern Area which, as announced in Notice to Importers No. 1193 of July 27, 1967 was fixed at 3,000 tons for the year July 1, 1967 to June 30, 1968, is being continued on the same basis and at the same level *pro rata* for the six month period July 1 to December 31, 1968 (i.e. 1,500 tons). When the review of the import arrangements for jute goods, announced in February last, is completed a further notice will be issued. The quota covers jute cloth and new sacks and bags with the exception of the types described in paragraph 3.

Imports of common sacking, heavy bags of common sacking and woolpacks, as defined in Notice to Importers No. 1047 of September 26, 1963, will continue to be freely licensed outside the quota from sources other than Eastern Area countries without restriction as also will imports of the type of hessian referred to in Notice to Importers No. 1086 of October 7, 1964 (plain weave jute fabrics, not more than 45 inches in width, weighing not less than 6½ ozs. and not more than 9¼ ozs. per square yard, having not more than 13 single yarns per inch in the warp and not more than 12 single yarns per inch in the weft).

Both for quota and non-quota imports, applications for licences should be accompanied by evidence of purchase or the placing of contracts and for goods covered by paragraph 3 above, a covering letter should confirm that the order or purchase covers only material within the definitions quoted in the Notices to Importers.

Applications should be made on form ILB/A and be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1. Page 1 of the form should be completed; on page 2, the quantity should be stated in cwts. and yardage for fabrics, and in cwts. and dozens for heavy bags and woolpacks; on page 3 and copies, the applicant's name and address, the country of consignment and the country of origin should be entered but nothing else.

The Eastern Area comprises Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of China, the People's Republic of Mongolia, Poland, Rumania, Union of Soviet Socialist Republics.

Kennedy Round tariff reductions

ON JULY 1 the United Kingdom, the European Economic Community, Japan and 11 other countries will begin implementing the tariff reductions which they agreed in the Kennedy Round of trade negotiations in the GATT. Another 12 countries, including the United States, made their first Kennedy Round tariff cuts on January 1 this year. Taken together these represent the first phase of tariff reductions which, by January 1, 1972, will bring about the most extensive liberalization of world tariffs ever achieved.

A description of the results of the Kennedy Round of trade negotiations, giving examples of tariff reductions to be made by the EEC, the United States, Japan and the United Kingdom, was published as a White Paper in July 1967 ('The Kennedy Round of Trade Negotiations 1964-67', Cmnd. 3347, HMSO, price 3s. 6d. net). The comprehensive tariff schedules listing the concessions of all the participating countries were published by the GATT Secretariat in June 1967 in five volumes ('GATT: Legal Instruments Embodying the Results of the 1964-67 Trade Conference', available through HMSO, price £16 13s. 6d. per set, or £3 7s. per volume. United Kingdom and United States concessions are contained in volume 2; those of the EEC, ECSC and Japan in volume 4).

Application for anti-dumping duties on files and rasps

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on files and rasps (with or without handles) imported from Portugal and Australia. The application may be extended to include imports of these articles from other countries at prices which appear to be dumped.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than July 12. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Application for removal of import duty on liquid oiticica oil

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on liquid oiticica oil which is at present classified to tariff sub-heading 15.07(E) and dutiable at 10 per cent *ad valorem*.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than July 12.

Declarations relating to value for import duty

HM CUSTOMS AND EXCISE announce that as from June 20, 1968, declarations of facts relating to *value for import duty*, on Form C105, will not normally be required to accompany entries for goods liable to *ad valorem* duty where the total value for duty of the goods covered by the entry does not exceed £250.

Declarations of facts relating to *purchase tax value*, on Form PT26, will continue to be required to accompany entries for goods chargeable with purchase tax on importation where the value of the goods chargeable with purchase tax exceeds £100.

Postal packets (Customs and Excise) Amendments (No 1 Regulations) 1968

THE TREASURY has made the Postal Packets (Customs and Excise) Amendment (No. 1) Regulations, 1968,

These Regulations amend the Postal Packets (Customs and Excise) Regulations, 1966, which Regulations set out the customs requirements relating to incoming and outgoing postal packets and to goods contained in them. Discretion is given to the Commissioners of Customs and Excise to extend the period of 28 days during which entry must be made of those incoming goods which the Commissioners require to be entered. The said period of 28 days runs from the date of the notice requiring entry sent to the addressee of the packet.

The Regulations come into operation on September 16, 1968 and have been published as Statutory Instruments 1968 No. 931.

Copies of the Regulations are obtainable direct from HMSO, 49 High Holborn, London, W.C.1, or branches, price 4d.

Import Duty Drawbacks (No. 5) Order 1968

THE TREASURY has made the Import Duty Drawbacks (No. 5) Order, 1968, which:

(1) revises the definitions of certain goods eligible for drawback of import duty so as to maintain their eligibility, following changes in their liability to import duty under the Kennedy Round Tariff reductions which would otherwise affect entitlement to drawback;

(2) revises the definitions of certain textile articles eligible for drawback of import duty, so as to correspond with a modified basis of determining their liability to import duty;

(3) provides for the allowance of drawback of import duty on hops when exported in the packages in which they were imported; and

(4) revokes the existing fixed rates of drawback of import duty in respect of the following exported goods manufactured from the imported materials shown, and provides for drawback to be related to the duty paid on the quantity of imported materials actually used in their manufacture:

Exported goods	Imported materials
Casings for sausages and prepared meats.	Tubing of poly(vinyl chloride), regenerated cellulose or impregnated or coated vegetable fibre paper.
Cinematograph film, exposed.	Unexposed film.
Cocoa and chocolate and products and manufactures thereof.	Cocoa beans, cocoa butter and cocoa paste.
Coffee beans and ground coffee, roasted, and soluble coffee powder.	Coffee beans.
Laminated glass.	Poly(vinyl butyral) sheet.
Whey powder products.	Whey powder.

The Order comes into operation on July 1, 1968, and has been published as Statutory Instruments, 1968, No. 930.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 5) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 5) Order, 1968.

The Import Duties (General) (No. 4) Order, 1968, which implements with effect from July 1 the first instalment of the tariff changes arising out of the Kennedy Round of trade negotiations, simplifies the basis on which import duty is charged on certain textile products containing silk or man-made fibres. The rate of duty on such textiles, which formerly depended upon the percentage which the value of the silk and/or man-made fibre components bore to the value of all the components, becomes, under the 'Kennedy Order', dependent upon the percentage which the weight of such components bears to the weight of the products as a whole. The changeover from a value to a weight criterion could, in some cases, result in a reclassification of the goods to a category bearing a higher rate of duty.

This Order provides that, at the option of the importer, the goods may, for a period of six months, continue to be classified according to the old value basis, thus preserving the lower rate of duty for that period.

The Order comes into operation on July 1, 1968, and has been published as Statutory Instruments 1968 No. 950.

Copies of the Order are obtainable direct from HMSO.

Imports of aluminium from Rumania

THE BOARD OF TRADE announced in December, 1966, that as from January 1, 1967, licences would be required for imports of all aluminium, aluminium waste, semi-manufactures and scrap originating in or consigned from Rumania.

The Board of Trade have now informed the Rumanian authorities that the issue of licences during 1968 will be limited to a total of 10,000 tons.

BNEC seeks financial support from industry

SOME 2,000 leading businessmen are to receive a personal letter from Sir Derek Pritchard, chairman of the British National Export Council, seeking financial support from industry and commerce to supplement the finance of 'normal operations' now being undertaken by Government. ('Normal operations' covers pay and accommodation for BNEC'S staff and the cost to BNEC of work on overseas promotions like trade fairs, British Weeks, store promotions, and so on.)

The Council state that the Government had agreed to increase its payments beyond the original 50/50 matching principle of BNEC's first three years because of the increasing contribution being made in time and expertise by more than 250 businessmen who serve on BNEC and its committees.

When contributions were first sought in 1965 over 300 firms and the City of London provided BNEC's business income of £300,000 a year. Now over 1,600 major companies actually benefit from direct BNEC help in various types of overseas promotions and they are being invited to contribute for the first time their share of BNEC's independent resources over the next five years.

Do you require financial assistance for expansion?

. . . then put your business proposition to CUMBRIAN

COMMERCIAL MORTGAGES FROM 8%

We specialise in mortgages for business properties and factories, up to 80% of valuation.

Building and development finance at keenest rates of interest, are also available.

Specialised enquiries welcome.

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Canada House, Chepstow St., Manchester1. Tel. 061 236 4716

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified,

NUMBER	GRANTEE	SUBJECT-MATTER
	May 28, 1968	
1,007,169	Standard Telephones & Cables Ltd.	Direct voltage converter.
1,077,294	Glaverbel	The working of vitreous materials.
	May 29, 1968	
921,220	Electroacustic G.m.b.H.	Echo-sounding apparatus.
1,070,966	Sperry Rand Corporation	Electron beam tube and method of making same.
	May 30, 1968	
755,686	Standard Telephones & Cables Ltd.	Dies for use in the extrusion of cable sheathes.
	June 4, 1968	
832,326	Standard Telephones & Cables Ltd.	Character recognition equipment.
878,931	Standard Telephones & Cables Ltd.	Character recognition equipment.
	June 7, 1968	
934,974	Standard Telephones & Cables Ltd.	Phase-shifting arrangement.
947,477	Standard Telephones & Cables Ltd.	Phase-shift circuit.
903,407	The Upjohn Company	Pharmaceutical compositions.
	June 10, 1968	
936,166	Fairey Engineering Limited	Manufacture of externally-finned tubing.
1,037,489	Fairey Engineering Limited	Hoisting chains.
1,086,051	Fairey Engineering Limited	Assembling core of nuclear reactor.
1,086,053	Fairey Engineering Limited	Core supporting platforms for nuclear reactors.
1,086,054	Fairey Engineering Limited	Core supporting platforms for nuclear reactors.
1,087,732	Fairey Engineering Limited	Pressure vessels for nuclear reactors.
1,003,534	James Frederick Liston	Vehicle safety trays.
866,653	Standard Telephones & Cables Ltd.	Negative impedance repeater for pulse multiplex circuits.
	June 11, 1968	
794,126	Standard Telephones & Cables Ltd.	Electrical intelligence storage arrangement.
813,754	Standard Telephones & Cables Ltd.	Magnetic storage device.
813,886	Standard Telephones & Cables Ltd.	Tape card concerters.
894,990	Standard Telephones & Cables Ltd.	Electrical resistance elements.
907,114	Standard Telephones & Cables Ltd.	Long haul waveguides.
913,363	Standard Telephones & Cables Ltd.	Azimuth indicator-receiver.
872,736	Coal Industry (Patents) Limited	Cutter loaders.
889,803	Coal Industry (Patents) Limited	Cutter loaders mining machines.
924,381	Coal Industry (Patents) Limited	Vibrating wire strain gauges.
914,062	The British Unites Show Machinery Company Limited	Improvements in or relating to the manufacturing of shoes.

Any person who claims that the patentees at the time of endorsement at any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement,

GORDON GRANT,
Comptroller.

The Patents Office.

National marketing appointment

MR. NORMAN BRYCE SMILEY, managing director of Arthur Guinness Son & Co. Ltd., is to be chairman of the Steering Committee being set up to form a new national marketing organization to replace the existing National Marketing Council. Following the recent report to the National Marketing Council by the CBI team on marketing organizations, the Council unanimously adopted, in principle, the suggestion that the present acceptance of the marketing concept and its practice now called for a successor body which could speak and act on behalf of the country's major marketing bodies.

The CBI team's report recommended the formation of a National Marketing Association and the immediate setting up of a steering committee to launch the new organization.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; Brazennose Street, Manchester, 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast; or through any bookseller.

Aviation and Shipping

Commission of Inquiry on the third London airport

MR. ANTHONY CROSLAND, President of the Board of Trade, announced the names of the members of the Commission of Inquiry on the third London airport in answer to a Written Qunestion in the House of Commons on June 24.

Mr. Crosland said: 'I am glad to be able to announce the appointment of the following persons to serve as members of the Commission on the third London airport, under the chairmanship of the Hon. Mr. Justice Roskill: Professor Colin Buchanan, Professor of Transport, Imperial College of Science and Technology; Mr. A. Goldstein, partner in R. Travers Morgan & Partners, Consulting Engineers; Mr. A. J. Hunt, Principal Planning Inspector, Ministry of Housing and Local Government; Professor Keith-Lucas, Professor of Aircraft Design, the College of Aeronautics, Cranfield, and President of the Royal Aeronautical Society; Mr. Arthur Knight, Finance Director, Courtaulds Limited; Professor A. A. Walters, Professor of Econometrics and Social Statistics, University of Birmingham.

The secretary of the Commission will be Mr. J. Caines.

The members of the Commission will be holding a preliminary meeting tomorrow.'

Notes:

The Government's decision to set up a non-statutory commission was announced by Mr. Crosland in the House of Commons on May 20. Mr. Crosland then announced the terms of reference as follows:

> 'To inquire into the timing of the need for a 4-runway airport to cater for the growth of traffic at existing airports serving the London area, to consider the various alternative sites, and to recommend which site should be selected.'

Arrangements are being made for the Commission to occupy premises in High Holborn. When the Commission is in its offices and ready to receive evidence relevant to its inquiries, a further announcement will be made.

Mr Mallalieu visits airports in Scotland

MR. J. P. W. MALLALIEU, Minister of State at the Board of Trade with special responsibility for Civil Aviation throughout the United Kingdom, visited Prestwick, Glasgow (Abbotsinch), and Edinburgh (Turnhouse) airports on June 21.

(*The Minister's presentation of an award to two technicians based at Stanstead Airport, Essex, is reported on page* 1917).

Minister approves details of hoverport scheme

MR. ANTHONY GREENWOOD, Minister of Housing and Local Government, has now approved the detailed scheme for the hoverport on the foreshore at Cliffsend, Pegwell Bay, Kent. Hoverlloyd Limited, the promoters of the hoverport, were required to submit the detailed scheme for the Minister's determination in accordance with the outline planning permission which he gave in April last.

Before deciding to approve the scheme the Minister consulted Kent County Council, Ramsgate Borough Council, and the Royal Fine Art Commission.

In a letter giving his decision, the Minister says he is satisfied that the details submitted, which include plans for re-landscaping of the site, are generally acceptable subject to minor changes in the design and colour scheme of facing materials of the main facades of the offices and passenger block.

United Kingdom/Kuwaiti air services talks

CONSULTATIONS WERE held in London from June 17 to 21, 1968 between delegations representing the Governments of the State of Kuwait and the United Kingdom of Great Britain and Northern Ireland. The consultations were conducted in a frank and cordial atmosphere and led to positive results aiming at the consolidation of present rights accruing to both parties under the Air Services Agreement in force between them since 1960, and the provision of further opportunities for the airlines of both parties to expand their services and increase their flexibility of operations.

The new provisions, which will in due course be the subject of Exchange of Notes, envisage increased opportunities for both Kuwait Airways Company and British airlines to serve additional points not previously available.

Appointment to North West of England Civil Aviation Advisory Committee

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed E. Vincent Miller, OBE, as a member of the North West of England Advisory Committee for Civil Aviation.

Note:

Mr. Miller served in the Air Ministry in 1938 and later in the Ministry of Civil Aviation as an Air Traffic Control Officer. In 1950 he was appointed Divisional Air Traffic Control Officer for Northern Division and awarded the OBE in 1958. On retiring from the Ministry of Civil Aviation in 1960 he became a director of Crane and Sons Ltd., of Liverpool.

Appointment to Northern Ireland Civil Aviation Advisory Committee

MR. ANTHONY CROSLAND, President of the Board of Trade, after consulting the Minister of Home Affairs of Northern Ireland, has appointed Sqdn. Leader H. D. H. Cooper, D.F.C., as a member of the Northern Ireland Advisory Committee for Civil Aviation.

Note:

Sqdn. Leader Cooper served with the Royal Air Force from 1937 to 1945 and was awarded the D.F.C. in 1940. He is a director of Commodore Cinemas (N.I.) Ltd., Troxy Cinemas Ltd., the Duncairn Theatre Co. Ltd., Sperrin Securities Ltd., and secretary of the North West International Airport Committee.

Accident to BOAC Boeing 707 G-ARWE

THE BOARD OF TRADE does not propose to direct that a public inquiry be held into the accident which occurred on April 8, 1968 at Heathrow Airport, London, to Boeing 707 G-ARWE registered in the name of British Overseas Airways Corporation.

The inspector's investigation, taking place under the terms of Regulation 6(2) of the Civil Aviation (Investigation of Accidents) Regulations, 1951, will continue.

As part of the inspector's investigation, a special group, including experts in aircraft fire-fighting, has been convened under the leadership of a Board of Trade Inspector of Accidents to look into all relevant matters relating to fire and rescue on the airport.

The Chief Inspector of Accidents will in due course make a full report on the accident to the President of the Board of Trade.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

WEDNESDAY, JUNE 19

Anglo-Hungarian trade

A Member who asked what exports of British plant and equipment to Hungary were currently under discussion by the Board of Trade was told by Mr. Edmund Dell, Minister of State, Board of Trade, that a number of transactions, covering a wide range of capital investment goods, was currently under discussion between British firms and Hungarian trading organizations.

'I hope that Anglo-Hungarian trade will continue to grow in both directions but I cannot estimate what particular imports from Hungary will expand,' said Mr. Dell, answering a further question on the estimated expansion of Hungarian imports into the United Kingdom by the end of 1971. A third question on Anglo-Hungarian trade concerned the exporting industries which would benefit most from the recently signed five-year trade agreement between Hungary and the United Kingdom. Mr. Dell said Hungary's main requirements were for capital investment goods and semi-manufactures, and these were likely to account for the majority of our sales during the current Trade Arrangement. There should, however, be increasing opportunities in other fields.

Yugoslavian raspberry pulp

Mr. Dell, asked to investigate imports of raspberry pulp from Yugoslavia to ensure that they were not dumped on the British market, said: 'My Department is considering with the National Farmers' Union of Scotland whether there is a *prima facie* case for anti-dumping action under the Customs Duties (Dumping and Subsidies) Act, 1957.'

THURSDAY, JUNE 20

Power station at Lynemouth

Mr. Dell, asked who would construct the coal-burning power station to be built at Lynemouth for Alcan Limited; and how much public money would be contributed towards its construction, replied that this was a privately-owned power station and no public money would be contributed towards its construction costs. The decision on who should construct the power station was a commercial matter.

FRIDAY, JUNE 21

Action against dumping

'The Customs Duties (Dumping and Subsidies) Amendment Bill, which was passed by this House on June 14 and is now being considered in another place,' replied Mr. Dell to a Member who asked what legislation was proposed to provide powers to take action against dumping, in accordance with the code which was agreed in the Kennedy Round of trade negotiations at Geneva.

Industrial building in development areas

Requests were made for tables showing the proportion of the total area of industrial building approved that was in areas that are now scheduled as development areas in each of the years 1960 to 1967, and the area this represented per head of the estimated total of employees in these areas in those years, and showing the area approved in areas scheduled as development districts in each year from 1960 to 1964, and the area this represents per head of the estimated total of employees in those districts in those years.

Mrs. Dunwoody gave the following information:

INDUSTRIAL BUILDING APPROVED IN AREAS SCHEDULED AS DEVELOPMENT AREAS 1960-1967

Year	Total Area Approved (million sq. ft.)	Per Cent of Great Britain Total (a)	Average Area of Approvals per insured Employee (sq. ft.)
1960	27·0		5·6
1961	15·0		3·1
1962	9·1		1·9
1963	12·2		2·5
1964	20·2		4·1
1965	24·6		5·0
1966	29·1 (28·6) (b)		5·9 (5·8) (b)
1967	28·8 (26·6) (b)	33	Not available (c)

Notes:
(a) Before August, 1966 the figures for Scotland, Wales and the Northern Region include ancillary space, whereas those for the rest of Great Britain do not. Since August 1966 ancillary space is included in all areas. Because the figures in earlier years are not comparable, 1967 is the first year for which the percentage share of the Development Areas can be given.
(b) The figures in brackets are estimates comparable in coverage with the earlier years.
(c) No estimate of the insured employees in 1967 has yet been made.

INDUSTRIAL BUILDING APPROVED IN AREAS SCHEDULED AS DEVELOPMENT DISTRICTS 1960-1964

Year	Total Area Approved (million sq. ft.)	Average Area of Approvals per insured Employee (sq. ft.)
1960	8·9	3·2
1961	8·2	3·2
1962	5·7	2·1
1963	9·9	2·9
1964	15·8	4·6

Replying to further questions Mrs. Dunwoody said in Scotland the average rents on Board of Trade Industrial Estates for the years 1960/61, 1964/65 and 1967/68 were 1s. 4.9d., 1s. 8.6d. and 2s. 1.25d. per square foot respectively.

The average percentage rent increases on renegotiation of leases for the same years on Board of Trade estates were as follows:

	1960/61	1964/65	1967/68
Scotland	127·3	13·2	227·2
England	100·6	103·4	88·7
Wales	78·0	69·0	114·0

Annual deficit on industrial estates

Answering a request for the annual deficit on industrial estates in Scotland, England and Wales, respectively, in the years 1960-61, 1964-65 and 1967-68, Mrs. Dunwoody said the figures for the financial year 1967/68 were not yet available and gave the following figures referring only to Board of Trade industrial estates.

Financial Year	Net Deficit		
	England	Scotland	Wales
	£	£	£
1960/61	341,350	635,988	377,873
1964/65	783,340	1,295,684	306,139

Industrial estates in Scotland

Two questions on Board of Trade policy regarding re-negotiation of rents for existing tenants and rent levels for new tenants on industrial estates in Scotland, were answered by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, who said new rents, or rents relating to revision or renewals of leases, were charged at current market value for Board of Trade factories in Scotland, as elsewhere.

Spring Bank Holiday, 1969

Asked to confirm the date of the Whitsun Bank Holiday for 1969, Mr. Dell said the spring bank holiday in 1969 in England, Scotland and Wales would be May 26 (Whit Monday).

Cinematograph films (levy)

Mrs. Dunwoody opened the debate on the Cinematograph Films (Collection of Levy) Regulations 1968 and the Cinematograph Films (Distribution of Levy) (Amendment No. 3) Regulations. The debate was reported in *Hansard* cols. 1541-1562.

MONDAY, JUNE 24

British Travel Association

In reply to a question on the sum to be allotted by HM Government to the British Travel Association for their Holidays in Britain campaign for the current financial year, Mr. Mallalieu said the British Travel Association had not yet submitted its final proposals for expenditure on 'Holiday-in-Britain' promotion in 1968/9. The Government's contribution would be included in the proposed grant-in-aid to the BTA of £2.95 million.

Answering a further question: How much money was spent in 1967 on the promotion of tourism by official bodies in Scotland, England and Wales, respectively, Mr. Mallalieu said information in the form sought could not be identified without a disproportionate expenditure of time. The British Travel Association's expenditure in 1967/68 for the benefit of tourism and within the United Kingdom, including payments to the Scottish Tourist Board, Wales Tourist Board and other organizations, amounted to £3,600,000.

Industrial development certificates

A Member asked if the President would seek powers to enable him to give private industry six months' notice that they should take up industrial development certificates for untenanted advance factories, failing which the Government, with trade union co-operation, will tenant them. 'The rate of allocation of advance factories has improved in recent months and I do not consider that we require any additional powers for this purpose,' said Mr. Mallalieu.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
July 4	**Miscellaneous equipment and stores**	**Command Ordnance Sub Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. Ltd. (Dept. L), 146 High Street, Colchester (Tel. 7371).**

O. & M. 300 watt charging sets; Petters Universal 8 b.h.p. petrol engines; Fellows 5-ton stationary hand operated winches; Trewhella 5-ton hand winches; 3-ton chain lifting tackle, pulley and snatch blocks; gravity rollers; 1260 watt charging sets; M.T. and wireless spares; telephone sets and cable; Avo meters and bridge tester; theodolites and levels; portable hand drills; tradesmen's tool kits; batteries; clasp knives; blankets; ankle boots; furniture including 6 ft. fold flat tables etc.; bass and side drums; also 20,000 coloured blankets and 20,000 haversacks (G.S. Mk. 7).

July 9-10	**Plant and equipment and miscellaneous stores**	**The Lido Ballroom, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

Steam hammer; steam rail gauge cranes; Hunslett 80 h.p. locomotive; pile rig and pile sheets; fuel carrying trailers; 3½ kvA Coventry Climax trailer mounted generating sets; hydraulic jacks; air compressors; various chain blocks and tackle (2- to 5-ton); machine tools; M.T. and wireless spares; electric motors; theodolites; levels; binoculars; wrist watches including a diver's underwater wrist watch; hand tools and tool kits; 35 mm. film strips, plates, developer etc.; ammunition boxes of various sizes; large quantities of cutlery and cooking utensils; foam, hair and coir mattresses; a large quantity of white and coloured single blankets; furniture including arm chairs; tables; chests of drawers; settees; sideboards; tubular steel stacking chairs; carpets; rugs; curtains, etc.; web packs and haversacks; old webbing and tentage; clothing including BD blouses and trousers; greatcoats; denim and blue serge trousers; khaki and green drill shorts; vests; drawers; ankle boots, etc.

July 16-19	**Earth moving and lifting equipment vehicles**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272).**

Diamond 'T' 50-ton wheeled tractors; Marshall 10-12 ton road rollers; Barford '75' dumpers; Fowler full-tracked 'Challenger' tractors; Ferguson wheeled agricultural tractors; Fordson and David Brown industrial tractors; excavator trucks and crawlers; motorized graders; Daimler scout cars; tyres; heavy vehicle spares; trucks; trailers; cranes; mobile tankers; Land Rovers; limousines; saloons; estate cars, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sale to be held at WINCHESTER on July 9-10, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

NISSEN HUTS

50 NISSEN HUTS, size 16 ft. x 36 ft. are to be sold, in single lots, at the Ministry of Defence Auction Sale to be held at COLCHESTER on July 4, 1968. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers, Fenn, Wright & Co., Ltd., 146 High Street, Colchester, Essex.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
July 9	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Parliamentary Answers on aviation and shipping

TUESDAY, JUNE 18

Seafarers (sight tests)

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, was asked if he would arrange for an independent review to be undertaken of the sight tests applied in connection with the issue of the Board of Trade's certificates of competency to seafarers, special consideration being given to the possible acceptance of artificially corrected vision. Mr. Mallalieu said 'Yes. I have decided to establish a special committee to review the Board's sight tests at present in force for persons serving or intending to serve in the Merchant Navy or in fishing vessels, and the way in which these tests are applied and to advise whether any, and if so, what alterations are desirable. I shall make a further announcement on the composition of the committee as soon as possible.'

FRIDAY, JUNE 21

Oil pollution on beaches

Answering a request for information about the causes of oil pollution on the beaches at Caister-on-Sea, Hemsby and Winterham-on-Sea last week; and whether the ships responsible had been identified, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'I have received reports of this pollution, but despite inquiries the cause has not been established nor is there any indication that it came from a particular ship.'

Pilot training

Asked to state the number of student pilots undertaking training in the United Kingdom for qualifications to fly commercial and passenger aircraft for the years between 1964 and 1967, Mrs. Dunwoody said the numbers commencing training in the years ending March 31 were:

1964/65	1965/66	1966/67	1967/68
246	251	426	610

Figures were not available for the year 1963/64. Estimates provided by employers of their requirements for professional pilots during the next four calendar years are:

1969	1970	1971	1972
534	529	488	377

A further Question concerned the cost to public funds arising from the training of pilots of commercial and passenger aircraft in the years 1964 and 1967. Mrs. Dunwoody said grants towards the *ab initio* training of pilots sponsored by United Kingdom airlines amounted to approximately £49,000, £109,000, £130,000, £218,000 and £350,000 in the financial years ending March 31, 1964, 1965, 1966, 1967 and 1968 respectively.

New Books

Measuring Benefits of Government Investments, edited by Robert Dorfman. (429 pages. Princeton University Press. Distributed by George Allen and Unwin. 24s.) Can the benefits of government investment be appraised quantitatively by applying cost-benefit analysis? Many economists believe this to be true. They hope that by further research and experimentation some of the analytical methods used in evaluating investments in the private sector of the economy can be adapted to help guide public investment decisions. Other economists, however, are sceptical of the accuracy and the effects of this method. They doubt whether the most important social effects of government investment can be appraised quantitatively by any formalized method. To explore the feasibility of measuring government investments, the Brookings Institution held a conference of experts in April 1964. The participants discussed papers on seven types of government projects and these papers are presented in this volume, the eighth in the series of *Studies of Government Finance*.

Science and Technology in British Politics, by Norman J. Vig. (201 pages. Pergamon Press. £2 5s.) The author analyses the political controversy which developed over British Government policy for support of civil science and technology between the General Elections of 1959 and 1964, and the reforms which have resulted. Following an introductory account of post-war British scientific policy to 1959, attention is focused on the political conditions which made science relevant to general politics in the 1960's; the alternative approaches of Conservative and Labour parties; the role played in scientific affairs by Parliament and interest groups; and Government policies through 1966. As a case study in contemporary politics it should be of interest to students of government, as well as to the wider scientific and intellectual community and to all concerned with Britain's technological future.

The Shape of Britain's Tariff, by Sidney J. Wells. (62 pages. Institute of Economic Affairs, Eaton House, 66A Eaton Square, London SW1. 7s. 6d.) After an introductory 'historical perspective' the author describes the British pattern of imports from EFTA, the EEC, the Commonwealth, and other countries, and then analyses the distinction between 'nominal' and 'effective' tariffs and their consequence on international trade and the employment and redeployment of resources that would follow reduction.

Economic Nationalism in Old and New States, edited by Harry G. Johnson. (145 pages. The Committee for the Comparative Study of New Nations, University of Chicago. Distributed by George Allen and Unwin. 25s.) This book consists of a selection of seminar papers presented at the Conference on Economic Nationalism, which was organized by the Committee for the Comparative Study of New Nations, and held in 1964-1965. The papers cover a wide range of subjects, ranging from theoretical considerations of economic nationalism to surveys of the role of economic nationalism in specific countries such as Britain, Communist China, Mexico, Mali and Canada.

Regional Planning in France. (31 pages. Available free from the Ambassade de France, Service de Presse et d'Information, 58 Knightsbridge, London SW1.) gives a comprehensive view of regional development in France, which dates back to the nineteen fifties. It is divided into four sections which deal with central institutions concerned with regional planning, new regional administrative divisions, economic and social aspects of regional development, and finally, the limitations to and the results of regional planning.

Statistics of Production and Productivity in the Shipbuilding Industry. A Report of a Working Party of the Council. Shipbuilding and Ship Repairing Council. (34 pages. Shipbuilding Industry Board, 235 Marylebone Road, London NW1. 6s. 6d.) The basic aim of this working party representing all sides of the industry, and set up by the Council in pursuance of the recommendations of the Shipbuilding Inquiry Committee 1965-1966 Report (the Geddes Report), was to determine ways in which statistics of production and productivity in the United Kingdom merchant shipbuilding industry could be improved. Although the collation and processing of statistical data were specifically excluded from the terms of reference, the working party nevertheless found it useful on several occasions to examine a number of statistics in detail in order to prove the value of such material and to justify certain recommendations. In all, sixteen papers were discussed and the report covers such subjects as orders, main engines, employment, measure of ship output, compensated tonnage, productivity and international cooperation. The report which has been accepted by the Council makes recommendations on basic statistics, measure of output, marine engineering, and productivity. A number of appendices giving additional information are included and the one on 'Useful Shipbuilding and Ship Repairing Statistics available in the United Kingdom' indicates some lesser known sources of data.

'There have been pronounced changes in recent years in women's working habits. It seems likely that more and more women will regard it as natural to continue to work after marriage at least until the birth of their first child, and to return to work when the children are older. This may involve changes in traditional management practices and attitudes, particularly to women's domestic responsibilities and to the training of women'. This is one of the main findings in **A Survey of Women's Employment,** by Audrey Hunt. March 1968. (Vol. I. 261 pages. Vol. 2. 299 pages. Available from HMSO and other Government bookshops, price Vol. 1, £1 12s. 6d., by post £1 13s. 4d., Vol 2 £3, by post £3 0s. 11d.). This Survey was carried out by the Government Social Survey on behalf of the Ministry of Labour in 1965. Its main purpose was to elucidate the reasons why women enter or do not enter the labour market and to what extent their decision may alter with circumstances. Secondly it tried to find out how far women in employment are employed to their full capacity with regard both to the hours worked and to their qualifications and training potential. Additional information was sought about present working conditions. A national sample of 10,000 households (derived from the National Electoral Register) was interviewed. The Report appears in two volumes. The first contains the text describing and commenting on the findings. It can be read on its own. The second volume contains the tables, on which the text is based. These give more detailed information than will be required by the general reader.

Consumer organizations have grown in number and influence in recent years in industrially advanced countries in Western Europe, North America and the Commonwealth. In **The Consumer Interest,** by John Martin and George W. Smith. (228 pages. Pall Mall Press. £2 5s.) the authors examine the economic and social changes that have led to the creation of organized consumer activity. They provide a comprehensive description of national and local consumer organizations in Britain, evaluate the effectiveness of the response of these to the problems and complexities of the consumer market, and compare British and foreign consumer activities. Although the authors make no attempt to conceal their support for the consumer movement, their main purpose is to present a fair and objective study of it and of the other allied interests – manufacturing, retailing, and advertising – which are involved in the marketing of goods and services. They appraise the relation of national economic policy to the consumer interest, and describe the law as it affects the consumer. They also examine the role of local authorities and Citizens Advice Bureaux in serving the consumer interest. This publication is aimed at the general reader, members of consumer organizations, and those whose business involves the marketing of goods and services.

Disarmament: the Path to Peace. The Foreign Office. (39 pages. Available from HMSO and other Government bookshops, price 5s. 6d., by post 6s.). The purpose of this booklet is to explain clearly what the British views are on arms control and disarmament questions. The booklet aims at presenting a picture of the disarmament field as a whole, including the non-proliferation negotiations up to the start of the current resumed session of the General Assembly; it contains the texts of relevant statements and documents.

Business Letters and Reports, by William D. Smith. (191 pages. Collins. 18s.) gives detailed instructions in report writing as well as business letter-writing. Added to these are reminders and advice about grammar, a guide to various modes of address, and a list of abbreviations relevant to business. One of the most important special features of this publication is that it shows the reader how to avoid the danger of incurring unwanted obligations or the charge of libel in a business letter. It is intended for everyone who needs to write a business letter or submit a report, from the school leaver applying for his or her first job to the specialist submitting a report.

British local authorities have only applied work study techniques to their manual operations since 1957, but recent progress in this field has been rapid. The present national need for improved management and higher productivity through the more efficient use of men and machines, materials, and money, underlines the importance of all local authorities using work study as a standard tool of management. **Municipal Work Study,** by J. G. Millward. (145 pages. British Institute of Management, Management House, Parker Street, London, WC2. £2 5s.) explains what work study is about and how it can be applied to local government services however unusual or complicated. It also describes in detail a few selected applications from the author's own experience.

Other publications

THE AID RELATIONSHIP: A DISCUSSION OF AID STRATEGY WITH EXAMPLES FROM THE AMERICAN EXPERIENCE IN TUNISIA, by Andrzeji Krassowski. 124 pages. Available from the Overseas Development Institute Ltd., 160 Piccadilly, London W1. 25s.

COPYRIGHT IN INDUSTRIAL DESIGN, by A. D. Russell-Clarke. 4th ed. 237 pages. Available from Sweet and Maxwell Ltd., 11 New Fetter Lane, London EC4. £4 4s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+ 96(1)	— 33	—33	+10
1966 4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967 1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	125	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	136	172	168	134	104	172	125	164	207	194	+ 35(1)	— 18	+ 5	+ 2
1968 1st quarter		137				106		118*	180*				—115*	+15*	+46
1967 November		135				104									
December		138				105									
1968 January		136				104									
February		137				105									
March		138				107									
April		138*				102									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956				1958	1958	series shown in £ million
Value in base year, £m.			—		—	—	—	Series shown in thousands			3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	120	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175		168	155	—514
1966 4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967 1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182		178	138	—370
1968 1st quarter	142*	117*	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter								550*	180*				
1967 November	145	109	120·4	+1·9	116·1	135·9	179·8	536	181		180	125	
December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968 January	143*	114*	121·6	+2·6	123·3	137·9	184·2	520			194	185	
February	143*	116*	122·2	+3·0	125·7	139·2	184·8	503	183		208	183	
March	142*	117*	122·6	+3·4	126·8	140·6	185·3	509	185		206	181	
April	142*	120*	124·9	+4·4	123·4*	140·9*	185·5	535	184		203	180	
May			124·8	+4·6	122·5*	140·9*	185·8	545	180		206*	178*	
June								569*	181				
									178*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Index of Industrial Production for April

THE PROVISIONAL index of production for April 1968, prepared by the Central Statistical Office was 138 (seasonally adjusted). For manufacturing industry alone the figure was 140.

For the three months February to April 1968 it is provisionally estimated that production as a whole was 1.0 per cent higher than in the preceding three months, November 1967 to January 1968; for manufacturing industries alone there was an increase of 1.3 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	133	153	74	121	109
Unadjusted:														
1966 4th quarter	136	90	136	126	120	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	116	136	163	131	167	121	142	73	102	99
4th quarter	139	91	139	128	123	137	174	149	178	139	161	73	124	118
1968 1st quarter	141	84	141	121	118	127	180	143	186	141	159	72	131	125
1968 February	142	91	142	123	120	130	181	141	187	139	157	72	129	126
March	146	91	148	126	119	139	186	149	192	151	170	72	144	129
April (prov.)	136	83	138	123	117	135	181		186	134	148	72	130	122
Seasonally adjusted:														
1966 4th quarter	132	85	133	123	116	135	168	152	170	134	154	75	122	104
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	134	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	109
4th quarter	136	84	136	125	119	135	175	147	180	135	154	72	123	116
1968 1st quarter	137	84	138	125	120	135	175	144	180	136	154	72	126	119
1967 November	135	84	136	126	121	134	173	150	177	134	153	72	122	112
December	138	85	139	127	120	139	179	148	184	138	156	71	128	122
1968 January	136	84	137	125	121	134	174	143	179	134	154	71	119	117
February	137	84	138	126	121	136	174	141	179	136	154	72	126	117
March	138	85	140	125	119	136	176	147	181	139	154	72	134	123
April (prov.)	138	83	140	125	120	133	181		187	138	157	72	123	122
Nov.-Jan. (av.)	136	84	137	126	121	136	175	147*	180	135	154	71	123	117
Feb.-April (av.) (prov.)	138	84	139	125	120	135	177	144*	182	138	155	72	128	121

(*Continued on next page*)

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in April was 8 per cent higher than the previous year, compared with an increase of 7 per cent in both March and February.

Sales by food shops showed an increase of 11 per cent on a year earlier, while clothing and footwear shops, miscellaneous non-food shops and durable goods shops showed increases of 5 per cent, 7 per cent and 7 per cent respectively on a year earlier.

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+ 2	94	+ 3
1967 2nd quarter	103	+3	111	+ 3	98	+2	94	— 6	95	— 6	104	+10	88	— 4
3rd quarter	102	Nil	107	+ 3	98	—1	90	— 5	97	— 2	106	Nil	86	+ 2
4th quarter	110	+1	111	+ 1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+ 6	92	+ 6
1967 April	103	+2	109	+ 1	99	+2	89	—10	103	Nil	103	+11	100	— 5
May	106	+4	113	+ 1	102	+6	94	— 4	94	— 5	113	+16	81	— 7
June	101	+2	112	+ 7	94	Nil	99	— 3	88	—12	97	+ 4	82	+ 1
July	104	Nil	106	+ 2	102	—1	96	— 7	93	— 7	110	+ 3	89	+ 1
August	105	+3	110	+ 4	102	+3	91	— 1	101	+ 2	111	+ 5	88	+ 3
September	96	—3	106	+ 2	91	—6	84	— 7	97	Nil	95	— 9	80	+ 2
October	102	Nil	105	— 1	101	Nil	99	— 1	110	+10	100	— 1	97	Nil
November	103	+2	111	+ 3	99	+2	101	— 1	104	+ 7	98	+ 2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	— 1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+ 3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+ 9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+ 6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+ 7	100	Nil

	Manufacturing industries (continued)															
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1966 4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	138	182
2nd quarter	123	123	124	114	115	93	117	161	171	145	127	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter	120	119	127	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	124	123	130	128	128	94	131	162	170	149	131	157	161	144	199
1968 February	127	126	131	130	130	93	135	164	173	151	132	159	164		207
March	128	127	134	137	135	97	146	167	177	151	135	153	163		187
April (prov.)	126	127	125	121	125	87	118	164	173	150	125	158			161
Seasonally adjusted:															
1966 4th quarter	119	119	123	114	112	93	123	150	157	138	118	137	149	141	154
1967 1st quarter	119	119	119	115	113	90	124	152	160	138	121	143	152	142	154
2nd quarter	118	118	119	114	112	90	119	156	164	143	123	142	151	144	158
3rd quarter	115	114	121	115	112	89	123	156	167	140	125	146	152	147	153
4th quarter	118	117	124	119	118	89	123	157	169	138	128	148	163	148	160
1968 1st quarter	120	120	125	123	125	89	126	162	172	147	139	151	159	146	168
1967 November	118	117	123	119	118	90	125	159	169	142	126	146	165		162
December	120	118	128	122	122	90	127	157	169	137	132	152	165		161
1968 Jan.	119	118	125	120	121	90	123	156	164	144	140	151	159		164
Feb.	120	120	123	122	125	88	123	164	174	150	139	153	158		172
Mar.	122	121	127	128	129	90	131	165	177	146	138	150	161		168
April (prov.)	124	124	125	124	130	92	117	165	175	148	134	157			156
Nov.-Jan. (av.)	119	118	125	120	120	90	125	157	167	141	133	150	163*		162
Feb.-April (av.)(prov.)	122	122	125	125	128	90	124	165	175	148	137	153	159*		165

*Latest available 3 months (January-March) and previous 3 months (October-December).

New companies registered in Great Britain

BELOW ARE DETAILS of new companies registered in Great Britain during May 1968, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,240	1,240
£1,000 and under £10,000	—	511	511
£10,000 and under £50,000	1	71	72
£50,000 and under £100,000	—	10	10
£100,000 and under £1,000,000	—	3	3
£1,000,000 and above	—	1	1
Total Number	1	1,836	1,837
Total amount of Nominal Capital	'000's £20	'000's £4,014	'000's £4,034

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508	1,837	4,034
June	2,357	5,693		
July	2,406	19,923		
August	2,390	5,413		
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

New companies registered in Northern Ireland

IN THE MONTH of May 1968 32 private companies with a total nominal capital of almost £133,000 and three companies limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-May 1968 144 companies with a total nominal capital of almost £2,500,000 were registered as compared with 111 companies with total nominal capital of just over £1 million in the same period in 1967.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

United Kingdom trade in May

An abbreviated version of this article was published in the *Board of Trade Journal* of June 21, pages 1862-1863.

Exports

THE RECENT RUN of figures shows increasing evidence of a useful rise in the underlying rate of exports. This may now be running about 5 per cent above the first quarter and 15 per cent above the second and third quarters last year.

Exports in May were £483 million, seasonally adjusted. The total was affected by very low exports of diamonds (reflecting the timing of sales by the trade); the category of 'other manufactures', in which diamonds are an important item, was about £10 million lower than the average over recent months. Nevertheless, the May figure was close to that for April (revised upwards from £486 million to £488 million) and only a little below the first quarter average of £496 million. As arrears from the dock strikes probably added some £30-£40 million a month to exports in the first quarter, it is likely that the rate of exports in the last two months may have been about 5 per cent up on the first quarter.

Over the three months March-May exports averaged £487 million, an increase of £62 million or 15 per cent compared with the rate in the second and third quarters last year before the dock strikes began to affect the figures. Higher prices probably accounted for about half this increase (the export unit value index, available up to April, shows a 7 per cent rise). But there was also a substantial rise in volume, of about 7 per cent over this period of some nine months, or approaching 10 per cent at an annual rate; this compares with a rise in volume of only 3 per cent a year over the past decade.

Exports to the EEC countries and to the United States have continue at a high level in recent months. Shipments to the EEC countries in March-May averaged £95 million a month, 20 per cent higher than in the middle two quarters of 1967, and exports to the United States, at £66 million a month, were 34 per cent

Table 1A

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 9
1967	419	537	533	15	— 46
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 8
2nd quarter	428	530	525	15	— 38
3rd quarter	420	519	515	16	— 27
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 65
1967 December	450	611	605	17	— 65
1968 January	500	621	617	18	— 32‡
February	496	665	656	19	— 70‡
March	489	658	652	17	— 94‡
April	488‡	650‡	645	18	— 86*‡
May*	483	659	646	15	— 86*
1967-8 December-February	482	632	626	18	— 56
1968 March-May*	487	656	648	17	— 89*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
*Provisional estimates.
‡Revised estimates.

Tabe 1B

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
April	491·3‡	646·8‡	18·7
May*	507·7	716·5	15·5

*Provisional estimates.
‡Revised estimates.

United Kingdom Exports by Areas

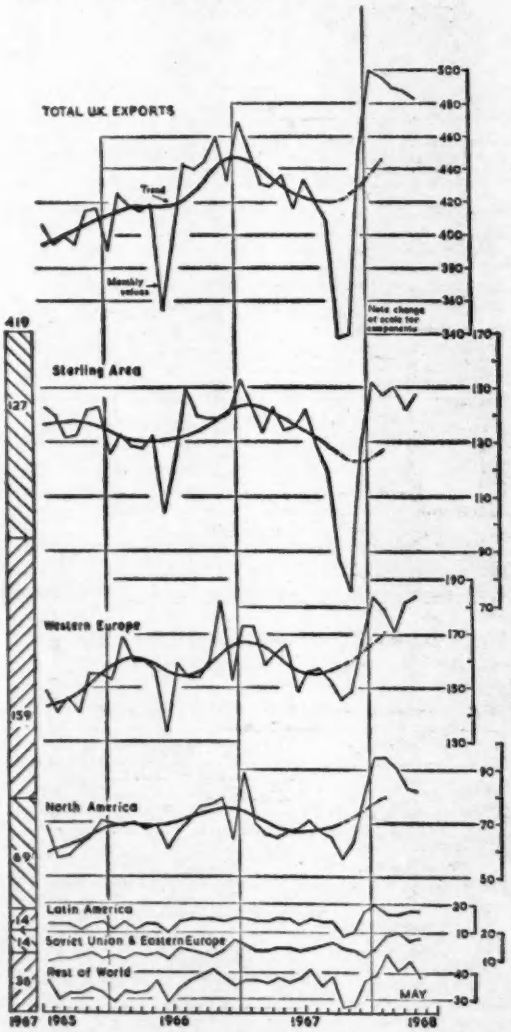


Table 2. United Kingdom exports: areas †

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar month

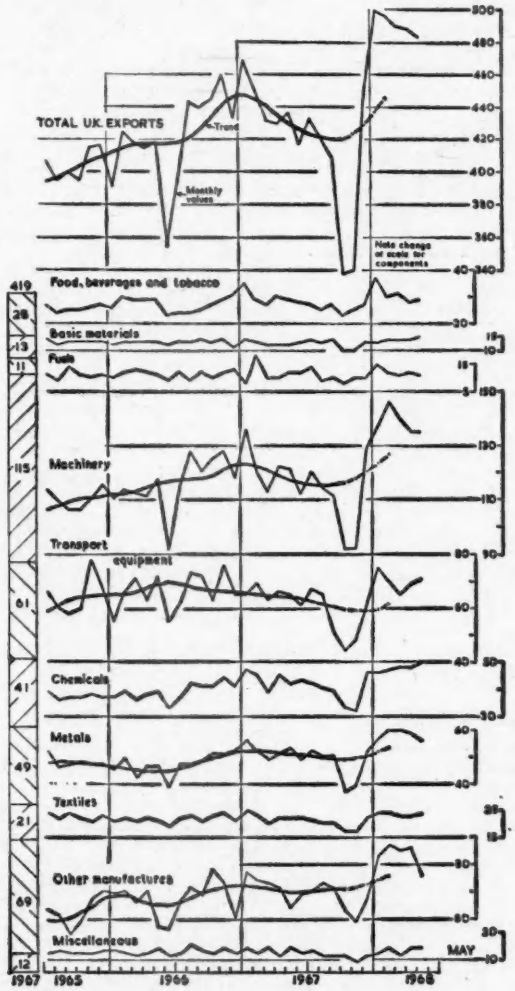
	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1967 Year	419	127	159	80	63	69	14	14	36
2nd qtr.	428	138	159	80	63	67	15	14	38
3rd qtr.	420	130	155	78	62	68	14	15	38
4th qtr.	376	97	154	81	60	67	12	13	31
1968 1st qtr.	496	150	178	96	66	93	18	18	42
March	489	149	171	91	65	90	17	20	41
April	488	142	182	99	66	83	18	17	45
May*	483	148	184	94	72	77	18	18	38
1967-8 Dec.-Feb.	482	142	177	95	66	89	18	15	41
1968 Mar.-May*	487	146	179	95	68	84	18	18	42

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

higher. Exports to EFTA were high in May. Deliveries to the Soviet Union and Eastern Europe have increased strongly in recent months. Exports to the sterling area, at £146 million a month in March-May, were 9 per cent higher than in the second and third quarters last year.

Among the main commodity classes of exports, machinery averaged £137 million in March-May, 17 per cent more than in the middle quarters of last year. Exports of road motor vehicles have recovered in recent months after their decline during last year and in March-May averaged £53 million a month, 17 per cent above the level in the middle quarters, and 4 per cent above that in the first quarter of last year.

United Kingdom Exports by Commodity Classes



Export orders

Export orders have been showing an encouraging increase in recent months. In the engineering industry the inflow of export orders in the first quarter was a tenth higher in volume than the rate in the second half of last year and early indications for April suggest they may have been well maintained. Reports from the shipbuilding industry point to a large increase in export orders in the second quarter after over two years of very low figures. Export orders received in the steel industry and in the textiles and clothing industries have been substantially higher in the first four months of this year than the rate in the second half of last year. The rate of production of cars earmarked for export was 35 per cent higher in the three months February-April than in the first half of last year (and nearly two-thirds higher than in the second half of last year) and there are indications that this high rate was maintained in May.

Imports

There are indications that imports have levelled out in recent months following the sharp rise after devaluation though it is too soon to take the lower figures in April and May as definite pointers to an easing back.

Imports in May were £646 million, seasonally adjusted and excluding United States military aircraft. This is virtually the same as the April figure (£645 million) in spite of a £7 million increase in imports of silver bullion. Although marginally higher than the rate

(*Continued on next page*)

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

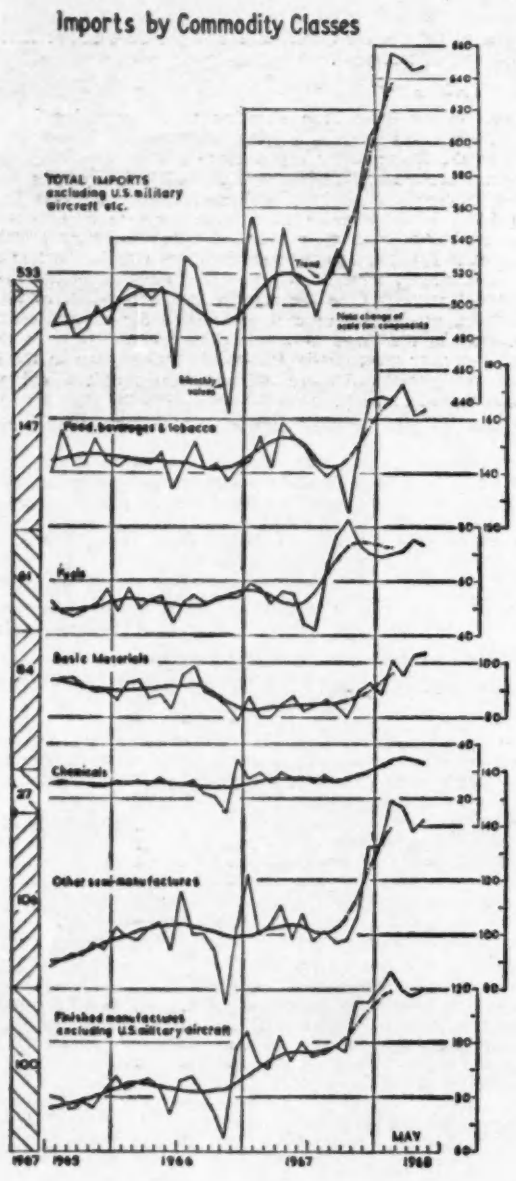
Table 3. United Kingdom exports: commodity classes

easonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
2nd quarter	428	29	13	11	364	182	118	48	16	43	51	22	68	13
3rd quarter	420	26	14	11	360	176	115	42	19	41	51	20	72	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
1968 1st quarter	496	32	14	13	428	212	141	50	21	47	59	23	85	12
March	489	31	14	11	421	204	140	51	17	48	60	23	85	11
April	488	28	14	12	422	205	135	53	17	48	59	23	86	14
May*	483	29	15	11	414	207	135	54	18	50	56	24	76	14
1967-8 Dec.-Feb.	482	31	13	12	414	208	138	46	24	46	56	23	79	12
1968 Mar.-May*	487	29	15	11	419	205	137	53	17	49	59	23	82	13

*Provisional estimates.

UNITED KINGDOM TRADE IN MAY, *continued*



for the first quarter as a whole, the last two months' figures are rather over 1 per cent by value below the average (£654 million) for the previous two months, and since there was a small further increase in the unit value index in April the decrease in volume is likely to have been slightly larger.

Imports of silver bullion averaged nearly £10 million a month in the first quarter (compared with £3 million a month in 1967) but were up to £15½ million in May, For the most part these imports reflect non-resident transactions in the London market – some of the increased stocks of silver in the market have already been sold to non-residents and are being held here on their account; and some represent spot purchases (which are being financed by overseas borrowing) to cover forward sales – also mainly to non-residents. These transactions will be reflected in exports at some future time and in the meantime will bring in significant invisible revenue in the form of commissions, profits and refining charges; their overall effect on the balance of payments – taking the visible, invisible and capital accounts together – is clearly favourable.

There was a fall of £6 million a month in imports of food, drink and tobacco in April-May compared with the first quarter, with each of the three components lower. Imports of both food and tobacco however remained high and past experience of the uneven movements in these two classes of imports suggests there could be a further decline.

There was also a reduction of £4 million a month in April-May compared with the first quarter in imports of finished manufactures. Within this category, imports of consumer goods fell by about £6 million a month but it is not clear whether these figures yet reflect the full effect of the curtailment of consumer spending since the Budget.

Imports of industrial materials were £5 million a month higher in April-May than in the first quarter; basic materials were £8 million a month higher but semi-manufactures were slightly lower, despite the further rise in silver bullion. Reduced arrivals of diamonds were one factor in the decrease. The reduction in consumers' expenditure after the Budget should tend to restrain the growth in imports of industrial materials for a time although in due course the expected rise in total activity and a possible recovery in stockbuilding will increase demand for them again. Against this, the benefits of devaluation in encouraging import substitution, for which there is particular scope in semi-manufactures, is unlikely as yet to have begun to operate in any significant scale and should become an increasing influence.

Imports of fuels were £4 million a month higher in April-May than in the first quarter.

Visible trade balance

The visible trade deficit in May was £86 million (seasonally adjusted and excluding United States military aircraft), the same as the estimate for April which has been revised downwards. This represents some improvement on the underlying rate in the first quarter when account is taken of the arrears from the dock strikes and the other special influences mentioned above.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus. Over the years 1963-67 the surplus averaged some £150 million a year or £13 million a month. In the first quarter this year, partly reflecting the effects of devaluation, the surplus on invisibles, allowing for seasonal factors, rose to an annual rate of some £345 million, or nearly £30 million a month.

Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f.

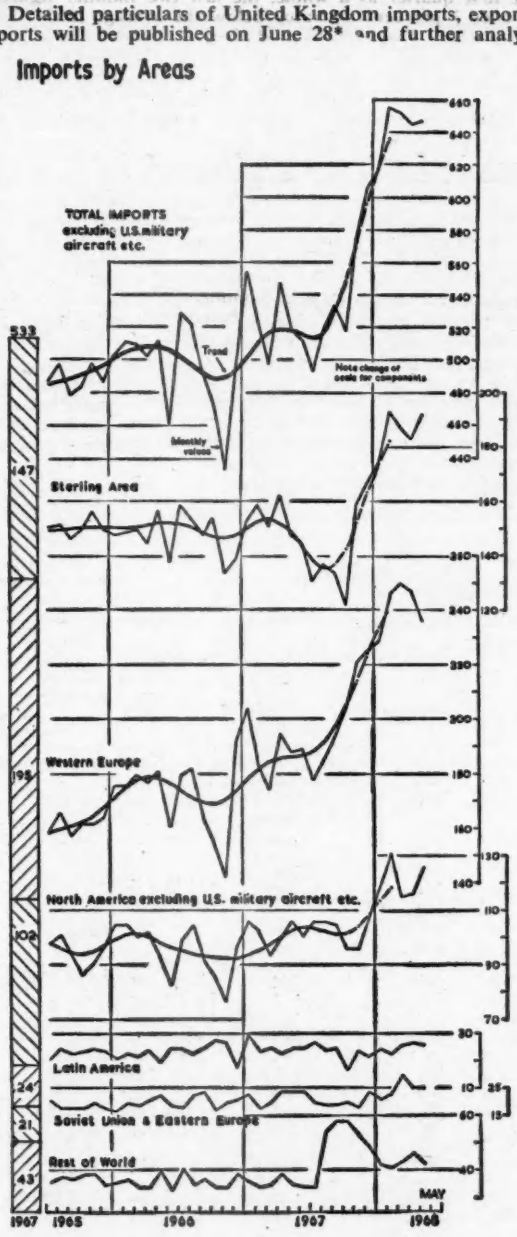
Monthly averages or calendar months

	Total	Total excluding US military aircraft etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	70	271	94	34	143	129	122	10
March	658	652	172	71	277	95	35	147	126	120	12
April	650	645	161	75	275	102	34	138	123	118	12
May*	659	646	163	73	277	103	33	142	133	120	10
1967-8 Dec.-Feb.	632	626	167	70	263	93	32	138	126	120	8
1968 Mar.-May*	656	648	165	73	276	100	34	142	127	119	11

*Provisional estimates.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on June 28* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for July 1968, due to be published on or about July 26.



Delivery of 4,000 tons of bridge cable for the Lillebaelt road suspension bridge in Denmark began from British Ropes Limited, Doncaster, recently. This is said to be the largest single export order yet received by any United Kingdom wire rope manufacturer, and has a value of approximately £1 million.

2. *Visible trade balance*

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the imports valuation includes insurance and freight, which insofar, as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the trade accounts.

(b) *Purchases of United States military aircraft.* The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

*Accounts relating to the Overseas Trade of the United Kingdom, May 1968. HMSO, price 30s., by post 31s.

†Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Table 5. Imports: areas †

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft etc.			
1967 Year	537	533	147	195	106	102	24	21	43
2nd quarter	530	525	151	191	108	102	24	24	36
3rd quarter	519	515	134	186	109	105	26	19	48
4th quarter	571	566	149	217	104	99	21	21	53
1968 1st quarter	647	641	184	242	129	122	24	25	42
March	658	652	187	250	122	116	26	30	43
April	650	645	183	247	121	116	27	25	46
May*	659	646	192	236	139	126	26	25	42
1967-8 Dec.-Feb.	632	626	178	233	125	119	23	23	44
1968 Mar.-May*	656	648	188	244	127	119	26	27	44

*Provisional estimates.

†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

Orders, deliveries, production and exports in the engineering industries in April

THE MINISTRY OF TECHNOLOGY reports that first estimates for April show that production in the mechanical and electrical engineering industries (Order VI of the Standard Industrial Classification, covered by Table 1) has risen slightly above the revised level of the first three months of this year (column 1). Fuller information now available about the first quarter shows that production in mechanical engineering alone fell by 1 per cent from the level of the last quarter of 1967. In contrast production in electrical engineering rose by 3 per cent in the first quarter of 1968, the increase occurring mainly in broadcast receiving equipment, gramophones and domestic electrical appliances.

In the wider group of engineering industries including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted deliveries for April rose from the level of the first quarter in both export and home markets. The dock strike makes comparisons difficult but it is estimated that export deliveries since devaluation are 5 per cent higher than in the corresponding period before devaluation.

New export orders have risen above the revised level for the

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
1967 May	154	151	158	151	149	159	
June	153	151	159	150	147	162	
July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	157*	..	..	146*	137*	174*	
Average:							
Latest 3 months shown	155	147	166				
Previous 3 months shown	155	149	162				
Percentage change (5)	Nil	—1	+3	Nil	—2	+4	

*Provisional
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

first quarter but fluctuations in this series make interpretation difficult and no firm evidence is yet available of a rising trend in export orders although the average for the last three months has reached a record level repeating the pattern of the early months of last year. With higher deliveries the export order book is still 3 per cent above the level at the end of last year. New home orders have risen slightly but fluctuations made the average for the latest three months 1 per cent lower than for the preceding three months. Home order books showed no change from the level at the end of March and were 2 per cent lower than at the end of last year. Total new orders have consequently risen during the last few months but rising deliveries during the same period left orders outstanding 1 per cent lower than at the end of last year.

More detailed statistics of the current value of deliveries of mechanical and electrical engineering products for the fourth quarter of 1967 are shown in Table 4. In mechanical engineering there was very little change between the first quarters of 1967 and 1968 in total, considerable falls in deliveries of heavy industrial plant being offset by the value of rises in deliveries of contractors' plant, refrigerating machinery and photographic equipment. In electrical engineering there has been an increase in most headings. In comparison with the first quarter of 1967 the main increases were in broadcast receiving equipment and gramophones, domestic electrical appliances, primary batteries and electric lamps. Less spectacular but quite considerable increases were also shown by deliveries of insulated wires and cables, telegraph and telephone apparatus, radio, radar and electronic capital goods and components.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the

Table 2. Engineering industries (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	156	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
1967 May	148	147	152	146	141	153	156	167	153
June	148	148	149	144	141	150	158	168	146
July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	154	157	134	147	153	168	176	168
April*	142	..	162	134	..	160	167	..	165
Average:									
Latest 3 months	142	154	157	134	147	155	167	176	163
Previous 3 months	143	150	153	137	149	153	162	152	153
Percentage change (4)	—1	+3	+3	—2	—1	+1	+3	+15	+7

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(Continued on next page)

THE ENGINEERING INDUSTRIES IN APRIL, *continued*

effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. The figures in Tables 1 and 2 have been revised on this basis. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against March are the averages of the seasonally adjusted figures for February, March and April.

Table 3. Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
1967 April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April*	142	148	151	134	148	149	166	147	157

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price 8s. 6d. (*by post 9s. 4d.*). Annual Subscription **£5 12s.** including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 4. Deliveries of mechanical and electrical engineering products (a)

£ million

	1965	1966	1967*	1966		1967				1968
				3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter*	4th quarter*	1st quarter*
Machinery other than electrical:										
Agricultural machinery (excluding tractors)	58·8	53·8	49·2	13·6	10·6	13·5	14·1	11·6	10·0	14·6
Metal-working machine tools and welding machinery	158·5	166·6	171·7	41·8	41·9	44·6	42·3	41·0	43·8	42·7
Engineers' small tools and gauges	88·2	91·7	91·1	21·8	23·4	23·6	23·3	20·5	23·7	23·9
Internal combustion engines	118·0	64·3	67·0	15·6	18·1	17·7	17·0	13·5	18·8	17·5
Other prime movers		73·3	80·2	18·1	25·5	17·0	19·3	18·9	25·0	11·1
Textile machinery and accessories	104·2	110·7	112·5	25·5	28·6	27·8	28·6	26·6	29·5	31·3
Contractors' plant and quarrying machinery	154·4	143·5	154·9	32·8	33·9	37·9	42·0	36·0	39·0	45·7
Mechanical handling equipment	118·3	132·5	130·9	32·5	35·1	32·3	32·1	30·5	36·0	32·9
Office machinery	79·6	78·7	77·5	18·6	21·9	18·8	20·9	17·6	20·2	19·6
Mining machinery	54·9	61·2	69·8	14·6	18·2	17·6	17·5	17·4	17·3	16·6
Refrigerating machinery	55·3	53·4	54·3	11·4	10·4	13·2	16·6	12·4	12·1	16·8
Space-heating, ventilating and air-conditioning equipment	71·0	78·8	78·1	19·4	20·6	18·3	18·5	19·8	21·5	19·4
Pumps and industrial valves	124·1	144·0	149·3	34·2	40·9	38·0	39·2	33·8	38·3	39·2
Air and gas compressors and exhausters	42·3	44·4	44·5	11·0	11·6	11·4	11·5	10·8	10·8	12·5
Food and drink machinery	46·7	45·5	45·2	11·4	12·7	10·9	12·3	10·0	12·0	10·5
Packaging machinery	23·7	26·8	26·8	6·2	7·4	6·6	7·1	5·7	7·4	6·9
Steel and non-ferrous metal rolling mills and ancillary equipment	24·3	26·5	27·6	7·0	6·2	7·1	5·8	7·6	7·1	6·5
Other machinery except electrical machinery	300·0	309·3	307·2	72·9	80·5	74·6	78·9	71·9	81·8	83·7
Industrial plant and fabricated steelwork:										
Water tube boilers	81·2	91·7	86·5	25·5	25·9	23·5	20·3	17·6	25·1	22·8
Shell boilers and boilerhouse plant	36·3	48·1	47·1	11·1	13·3	12·3	10·8	10·3	13·7	9·5
Chemical plant	86·4	128·3	122·8	34·8	34·2	35·7	30·6	29·1	27·4	27·4
Iron, steel and non-ferrous metal works plant other than rolling mills	34·3	36·7	37·1	7·6	12·5	12·3	9·1	8·9	6·8	8·3
Other industrial plant and fabricated steelwork	186·4	222·5	232·3	56·7	61·2	60·2	58·4	56·4	57·3	54·7
Instruments, watches and clocks:										
Photographic equipment	..	95·3	98·6	24·8	22·3	22·0	27·9	23·7	25·0	29·8
Optical instruments	..	12·7	14·9	3·1	3·7	4·1	3·8	3·2	3·8	4·0
Spectacles, etc.	..	11·7	13·5	2·9	2·8	3·7	3·8	2·9	3·1	4·3
Surgical, dental and veterinary instruments and appliances	..	15·6	16·2	3·7	3·9	4·0	4·2	3·7	4·3	4·8
Other scientific instruments and equipment	..	106·2	109·6	25·4	28·2	27·4	26·4	26·3	29·5	30·7
Watches and clocks	..	15·4	16·2	4·0	4·4	3·6	3·6	4·3	4·7	4·1
Electrical machinery:										
Generating equipment and rotating electrical machines	147·0	156·0	160·6	37·0	44·5	40·5	42·3	35·5	42·3	37·9
Transformers for lighting, heating and power	65·7	69·1	62·7	16·6	19·7	17·9	18·0	13·9	17·9	17·7
Switchgear and control gear	172·9	197·9	199·5	48·7	52·3	52·3	50·8	45·6	50·8	50·2
Other electrical machinery	26·9	31·8	33·7	7·8	7·8	8·2	8·6	7·9	9·0	10·0
Insulated wires and cables	220·5	253·7	242·9	59·5	62·9	60·4	62·3	55·3	64·9	73·1
Telegraph and telephone apparatus	..	146·9	180·0	34·8	40·2	45·3	45·3	41·1	48·3	48·7
Radio and other electronic apparatus:										
Broadcast receiving equipment and gramophones	..	134·9	133·0	31·0	38·8	30·2	27·7	29·8	45·3	44·7
Radio, radar and electronic capital goods	..	318·1	378·5	78·6	79·6	84·2	93·2	92·9	108·2	101·3
Radio and electronic components including valves	..	166·0	178·3	39·2	41·9	44·1	45·5	41·3	47·5	50·7
Other electrical goods::										
Domestic electrical appliances	152·4	151·8	154·5	35·3	45·3	34·3	33·6	35·2	51·4	46·4
Electrical equipment for motor vehicles, cycles and aircraft	85·2	91·1	85·8	22·2	21·7	24·4	22·2	18·6	23·0	25·8
Primary batteries	19·9	21·3	23·1	5·2	5·9	5·1	5·2	6·0	6·8	6·8
Secondary batteries (accumulators)	37·2	35·5	35·7	8·4	10·4	8·3	8·4	8·4	10·6	9·1
Electric lamps	32·5	34·0	36·6	8·0	8·7	8·3	8·4	8·7	11·2	10·8
Miscellaneous electrical goods	127·6	108·9	95·8	24·4	28·5	27·2	26·4	22·1	20·1	24·9
Ball and roller bearings	335·2	62·1	64·2	14·8	15·1	16·7	17·2	14·1	16·2	17·0
Components not included above and sub-contract sales		302·9	300·0	70·6	78·3	76·1	75·5	69·9	78·5	80·7
Amount charged for work done on customers' materials and repair work	88·0	101·6	99·7	26·5	26·7	25·0	25·4	24·8	24·5	30·8

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except ordnance and small arms. Excluding deliveries by the smallest firms which are estimated to be about 2 per cent of the total.
In general, spare parts are supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
*Provisional.

Car and commercial vehicle production in May

THE MINISTRY of Technology have announced that car production for export, allowing for seasonal factors, was again at a very high level in May, replacing April as the second best single month ever. Production for export in the three months March-May was 36 per cent higher than in the preceding three months, a rise which more than offset a 9 per cent fall in home market production and maintained total production at a level which was 8 per cent higher than in the three months December 1967-February 1968.

In terms of actual numbers, total car production in the four weeks to May 25, averaged 38,130 a week, 11 per cent more than in the corresponding period last year.

Production of commercial vehicles in the four weeks averaged 8,442 a week, 8 per cent more than in the corresponding period of 1967, but on a seasonally adjusted basis production was a little lower in May than in April for both home and export markets. Nevertheless, total production, seasonally adjusted, in the latest three months was 11 per cent higher than in the three months December 1967-February 1968. Export production showed a rise of 18 per cent and production for the home market a rise of 7 per cent.

Statistical inquiries to Statistics Branch, Ministry of Technology, Kingsgate House, Victoria Street, London, S.W.1 (Tel. 01-828 1288, Ext. 7131).

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home Market	For Export	Totals	Weekly Average	For Home Market	For Export	Totals	Weekly Average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,486	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
1967 March	5	95,714	58,232	153,946	30,789	21,550	14,678	36,228	7,246
April	4	88,951	53,235	142,186	35,547	20,135	12,514	32,649	8,162
May	4	87,113	50,453	137,566	34,566	19,980	11,405	31,385	7,846
1968 March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	83,620	68,899	152,519	38,130	21,493	12,275	33,768	8,442

Table 2. Production – seasonally adjusted

Monthly averages. Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	71·9	50·9	122·8	17·9	13·3	31·1
2nd quarter	79·8	50·8	130·6	20·1	11·6	31·8
3rd quarter	85·1	42·3	127·4	21·7	10·6	32·3
4th quarter	92·6	43·9	136·6	22·2	10·9	33·1
1968 1st quarter	84·2	60·3	144·5	21·3	11·9	33·2
1967 April	82·7	52·4	135·1	20·1	12·9	33·0
May	77·6	49·9	127·5	19·2	11·1	30·3
June	79·1	50·1	129·2	21·2	10·8	32·0
July	81·6	40·4	122·0	21·9	10·5	32·4
August	93·5	48·0	141·5	22·2	11·9	34·1
September	80·3	38·4	118·7	20·9	9·5	30·4
October	90·0	37·6	127·6	23·5	10·9	34·4
November	94·4	45·1	139·5	21·4	11·3	32·7
December	93·5	49·1	142·6	21·7	10·6	32·3
1968 January	88·6	43·4	131·9	19·4	10·0	29·3
February	80·0	61·9	141·9	20·7	11·9	32·5
March	84·1	75·5	159·5	24·0	13·7	37·7
April	80·7	66·5	147·2	21·5	12·5	34·0
May	75·1	67·8	142·9	20·7	12·0	32·7
Average of: Dec. 1967 to Feb. 1968	87·6	51·4	139·0	20·6	10·8	31·4
March to May 1968	79·9	69·9	149·9	22·1	12·8	34·8
Percentage change	−9	+36	+8	+7	+18	+11

Index of retail prices for May

THE DEPARTMENT of Employment and Productivity announce that at May 21, 1968 the official index prices which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 124.9 compared with 124.8 at April 23.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production series:

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Foam Backing, Foam Laminating and Fabric to Fabric Bonding for February 1968.
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Quarterly at 7s. 6d. a year post free:

Metal Working Machine Tools for October-December 1967.
Cutlery for January-March 1968.
Soap and Synthetic Detergents for January-March 1968.
Jewellery for January-March 1968.

DEA 'Progress Report' for June

THE JUNE, 1968, issue of DEA *Progress Report* was published on June 20.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue are as follows: *Economic:* public expenditure, help for hotels. *Industrial and regional:* Aids for exporters. *North West strategy.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, June 21, 1968.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Targa Florio 500	Br/E 33267	29	June 17	S.F. (Film) Distributors Ltd.	S.F. (Film) Distributors Ltd.
Discovery Radar	Br/E 33268	13	June 17	British Lion Films Ltd.	T.V. Cartoons Ltd. on behalf of Central Office of Information.
The Lost Continent	Br/E 33270	98	June 19	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Sea Born Treasure	Br/E 33271	24	June 19	" "	Associated British-Pathe Ltd.
Herostratus	Br/E 33272	142	June 20	British Film Institute	British Film Institute.
Movietone News 2036	Br/E 32889	10	June 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2036A	Br/E 32890	8	June 21	" "	" "
Pathe News 68-49	Br/E 32941	7	June 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-50	Br/E 32942	8	June 21	" "	" "
			FOREIGN		
A Lovely Way to Go	F 33261	103	June 17	Rank Film Distributors Ltd.	Universal International Films Inc.
What's So Bad about Feeling Good	F 33262	80	June 17	" "	" "
Young Torless (Der Junge Torless)	F 33263	85	June 17	Amanda Films Ltd.	Franz Seitz Productions G.m.b.H., Munich.
Body and Soul	F 33264	13	June 17	" "	Scorpio Films, Amsterdam.
Madchen, Madchen (Girls, Girls)	F 33265	102	June 17	" "	Roger Fritz Filmproduction, Munich.
Dark Nights in St. Pauli	F 33266	83	June 17	" "	Ufa International G.m.b.H., Munich.
Lady Macbeth of Mtsensk (Katerina Ismailova)	F 33269	124	June 19	Connoisseur Films Ltd.	Lenfilms Studios, Leningrad.

CORRECTION TO THE REGISTER
The particulars of the film 'Grand Slam' (F 32967) registered on January 22, 1968, have been corrected to include the additional makers: Constantin Films G.m.b.H., Munich and Producciones Cinematograficas, Madrid.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended May 25, 1968:

Distributors' earnings submitted:		
High cost films	£499,308	
Low cost films:		
Eligible (after multiplying by 2½)	£45,654	
Not eligible for 2½ times rental	£1,091	
		£546,053
Films of less than 3,000 ft. (after multiplying by 2½)		£50,777
		£596,830
Levy collections paid to Agency by HM Customs and Excise to June 10, 1968, together with an estimate of collections approximately covering entertainments for four weeks ended May 25, 1968		£324,600

The seventh interim allocation for the eleventh distribution period will be at the rate of 53 per cent.

Cinema admissions and takings in February

DURING FEBRUARY, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 5.05 million and the weekly average of gross box office takings was £1.20 million. Weekly averages for December 1967 and January 1968 have been revised as follows:

December 1967	4.02 million	£0.94 million
Year 1967	5.17 million	£1.14 million
January 1968	5.66 million	£1.36 million

Annual report of Cinematograph Films Council

THE CINEMATOGRAPH Films Council's Thirtieth annual report for the year ended March 31, 1968 was published on June 25. The report is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches, at 1s. 9d. or by post (2s.) from HMSO, PO Box 569, London, S.E.1.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

'Dealing with redundancies'

'DEALING WITH REDUNDANCIES', a new guide for employers, was published on June 24 by the Department of Employment and Productivity. The need to bring the representatives of workers into close consultation is referred to by Mrs. Barbara Castle, First Secretary of State for Employment and Productivity, in a message accompanying the booklet.

Commending the booklet to both management and unions, Mrs. Castle says it is based on the practice of progressive firms and is the result of detailed discussions with representatives of the Confederation of British Industry, the Trades Union Congress and the nationalized industries. It has also been approved by her National Joint Advisory Council. Mrs. Castle adds that it is her hope that the principles laid down in the booklet 'will be followed as standard industrial practice'. The guidance given would need to be adapted to each particular case, but the basic principles were of wide application.

The booklet, copies of which can be obtained from employment exchanges free, is being sent to heads of firms or personnel managers. The CBI have undertaken to send copies to members and the TUC to their affiliated unions.

Chief guests at the recent joint British Institute of Management/ Licence Executives Society conference on International Licensing. From left, Sir Stanley Raymond; Mr. John Oliver, president of the Licence Executives Society; Mr. John Marsh, CBE, director-general of the British Institute of Management; and Mr. William Spengler, managing director of United Glass.

IS GOING FAST

at the 2nd INTERNATIONAL FREIGHTING EXHIBITION Belle Vue, Manchester. April 14-18, 1969

Already 50,000 sq. ft. of stand has been booked or reserved by Port Authorities, airports, airlines, shipping lines, road hauliers, rail freight services, forwarding agents as well as container, trailer, mechanical handling, equipment and ancillary manufacturers, etc.

Why the urgent demand for space?
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PORTS AND TERMINALS 69

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Exhibitions and Fairs

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, visiting the stand of Storeys of Lancaster during her tour of the British section at the Polish Poznan International Trade Fair. With Mrs. Dunwoody is Mr. Peter Pearson, an export manager in Storey's Export Department. The Fair ended on June 23.

Accent on new products for British Week Stockholm

TRADITIONAL PAGEANTRY will form a colourful background for the presentation of all that is newest from Britain at the British Week in Stockholm, which will be opened by HRH Princess Alexandra on September 27.

There has been an exceptional response from British industry and it is expected that nearly 2,000 firms will take advantage of this opportunity to get their latest products to the point of sale in a country which is our largest customer within the European Free Trade Area and one of our most important export markets.

British goods will be on sale from more than 1,100 retail outlets in Stockholm, in a 'target area' which covers not only the central shopping streets but also includes the four satellite areas of Farsta, Vallingby, Solna and Skarholmen – the last-named containing a new shopping precinct, said to be the largest in Europe, which will be opened by HRH King Gustav of Sweden only three weeks before the British Week begins.

The centerpiece in the Marmorhallar will include displays of British cars, carpets, wool textiles, furnishings (arranged in room settings), industrial design, and consumer durable goods, many of which will be seen in Sweden for the first time. Outside in the Kunsträdgarden, some of the latest British advances in technology will be shown in the 'Inventive Britain' pavilion, alongside the City of London Pavilion and the 'William Shakespeare' pub.

New designs and new products will not be confined to these supporting exhibitions. What is claimed to be the first miniature true high-fidelity loudspeaker system, small enough to stand on bookshelves, will be on sale in Stockholm's radio and department stores. Another firm is featuring a stero amplifier employing entirely new circuitry, which is 'designed to reproduce music to the highest possible standards under domestic conditions'. Fashion shows, organized by the Clothing Export Council on behalf of the Board of Trade, will be trend-setters for the following season. New lines in furniture and domestic equipment, carpets and textiles, glassware and pottery and many other products are being specially chosen with an eye to shoppers in this design-conscious and discriminating city.

Recent visits to Britain by Swedish journalists point to the mounting interest in preparations for this British Week. There is no doubt that the goods that Britain produces today in all their great variety will make headline news when they appear in the shops.

64 British firms show educational equipment at Didacta

A report from the British Consulate-General, Hanover

THE NINTH European Education Equipment Exhibition (Didacta) was held at the Hanover Fair Ground from June 7-11. It was organized by Eurodidac and the Deutsche Lehrmittel Verband.

This year there were 635 exhibitors from 22 countries occupying 24,000 square metres net stand space in four halls of the Hanover Fair. Britain was the largest foreign exhibitor with a total of 64 firms. Of these, 54 exhibited in a joint venture assisted by the Board of Trade. The Educational Equipment Association, which sponsored the joint venture, manned a trade information stand and the Department of Education and Science was represented on a stand displaying, in a classroom setting, furniture specially designed by the Department's Architecture and Building Branch for schools in which the CLASP Building System has been used.

The joint venture stands were designed and constructed for the Board of Trade by Exhibition Division of the Central Office of Information. The colourfulness and efficiency of design attracted much favourable comment from foreign exhibitors and visitors. The concentration of a wide variety of educational aids and equipment from Britain on a strategically located site in well-designed stands was an outstanding feature of the exhibition and made an undoubtedly beneficial impact on visiting buyers and professional users of the equipment displayed.

Products exhibited on the British stands ranged from the traditional visual and manual classroom equipment to the more advanced and sophisticated aids embodied in language laboratories and projection equipment. Educational publications were well represented. Machine tools and equipment for teaching physics were displayed on some stands. A company demonstrating a trampoline attracted large groups of spectators and had sold all the equipment on its stand before the first morning was over. One exhibitor reported negotiations for orders worth £100,000 and another expected to complete agency arrangements for the distribution of electronic teaching aids in Germany and the United States. Most firms in the joint venture expressed themselves satisfied with the results achieved, especially so in establishing contacts with many different parts of the world. Other British exhibitors at Didacta also reported a successful participation.

On the afternoon of the opening day a reception was given jointly by the Education Equipment Association and the Department of Education and Science. More than 200 educationists and journalists from the trade and national press in Germany and neighbouring countries were invited, and Mr. D. W. Hennesy, HM Consul-General in Hanover, welcomed the guests to the comprehensive British exhibit representative of the significant advances being made with the support of the Government to meet the important and increasing needs of modern educational methods.

On June 10, Mr. S. L. Edwards, Minister (Economic) at the British Embassy in Bonn, visited the British firms exhibiting in Didacta and was most impressed by their determined efforts to keep in the forefront of development and promote and expand their sales overseas.

The tenth in this series of exhibitions, which take place every two years, will be held in Basle, Switzerland, in 1970.

Turin Air Show

A report from the British Consulate, Turin

THE 3RD International Aircraft, Airport Equipment and Aerospace Show was held at Turin from June 4-13. In the absence of an Italian minister, as Italy has not yet formed a Government, the Show was officially opened by Dr. G. Nasi, president of the Show, in the presence of large numbers of Italian personalities, high-ranking Italian Air Force officers, diplomats and air attachés from many countries.

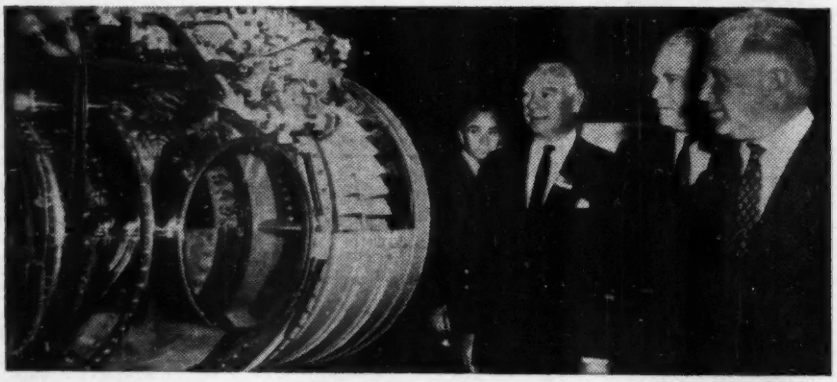
The Turin Air Show is held every two years and is divided into two parts; a static display of aircraft engines and equipment in the large and modern Turin exhibition building, and a display of aircraft at Caselle Airport. On June 9, before some 300,000 people, a flying display was held at the airport at which aerobatic teams from the French, Belgian and Italian Air Forces took part. Because this coincided with the R.A.F.'s 50th anniversary, the R.A.F. were unable to send their aerobatic team.

The main static display at Turin was attended by about 200,000 visitors. 300 exhibitors from 14 countries displayed their aircraft, equipment and instruments, including 37 British companies, 18 through their agents and two individually. The remaining 17 participated in a joint venture scheme organized by the Society of British Aerospace Companies and the Board of Trade, on a combined stand designed by the Central Office of Information. There was a special cinema at the Exhibition, with a continuous showing of technical and industrial films. Of the 55 films from all nations shown, 30 were British, and their quality and technical excellence were very favourably commented on.

In a show of this nature, it is unlikely that firm orders would be booked, but most of the exhibitors expressed themselves well satisfied with the volume of inquiries and the contacts made. On the British stand, the telex was seldom silent, passing on inquiries to the home firm, and requesting follow-up action. On the opening day, the British stand was visited by Dr. Nasi, and the Prefect and the Mayor of Turin, with other notabilities. A private visit of some duration was paid by Dr. G. Agnelli, and Dr. Ing. Bono, chairman and managing director respectively of FIAT.

Saturday, June 8, was designated 'British Day'. A press conference and a cocktail party, attended by a good number of foreign and Italian aircraft personalities, were given by SBAC representatives in the evening.

The general opinion of the British business participants, who included most of the household words in aviation, was that the Show was successful and well worth attending. It is, however, a biennial event, held soon after the larger Hanover Air Show, and followed by the Farnborough Air Show. But a feature of the Turin Show is the large numbers of East Europeans who attend – Russians, Rumanians, Poles, Czechs, Bulgarians, etc. – and one exhibitor remarked that the Show was worth attending for this alone.

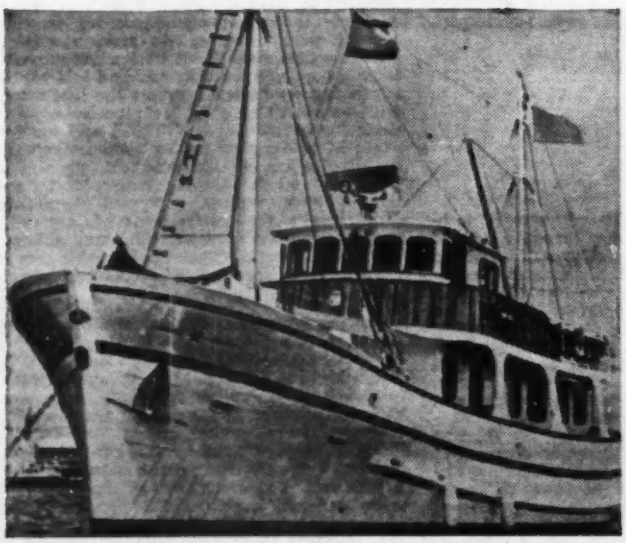


Taking a good look at an exhibit on the Rolls-Royce stand at the Turin Air Show, left to right: the Prefect of Turin; Mr. H. Goodinge, deputy chairman SBAC; Mr. J. J. Sinclair, HM Consul in Turin; and Dr. G. Nasi, president of the Show.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.



Left: A three-day trade show at Malta is planned by the MY 'Marsepuda', a floating exhibition of salesmanship, during October. This project, sponsored by Mr. W. H. Wylie-Harris, a Deputy in the City of London, will be manned by a team of resident salesmen provided by the Thurrock Technical College. A similar display is planned for Libya. Right: The Hon. Dr. P. Borg Olivier, Malta's Minister of Education, Culture and Tourism, recently opened an exhibition featuring Radiation Catering Equipment Limited. This was the second Hotel and Catering Exhibition organized by Forestals (Appliances) Ltd., Radiation agents in Malta. Radiation catering equipment has recently been installed in many hotels in Malta. Current orders include the Sa Maison Hotel Salina Bay Hotel, Tower Place Hotel, Marina Hotel and Mellieha Bay Hotel. Looking at the Radiation exhibition are (second from right): Dr. P. Borg Olivier, Minister of Tourism, (right) Mr. Wilfred Tabone, managing director of Forestals (Appliances) Ltd., and Mr. R. P. Wilson.

INDUSPRES LDN 263157. WALTER,
THANK YOU FOR TICKETS FOR
FLUID POWER EXHIBITION,
OLYMPIA, 9-13 SEPTEMBER,
WHICH ARRIVED AIRMAIL THIS MORNING.
SORRY TO BE A NUISANCE BUT IF YOU
COULD SEND ME ANOTHER TWELVE
TICKETS... OLAF IS ALSO BRINGING
A PARTY FROM MALMO.

Executive engineers from all industries will be coming to London for the 1968 FLUID POWER INTERNATIONAL EXHIBITION and Conference 9-13 September, 1968

This 5th Exhibition, greater in size, scope and interest than any of its forerunners, is a firm biennial date for all users and potential users of pneumatics, hydraulics and related control equipment.

Make sure you join this distinguished gathering of engineers from all parts of the world.

Come and meet the best brains in the fluid power industry, assembled to personally service your problems.

You cannot afford to miss this display of products, applications and know-how by the leading manufacturers of Europe, the U.K. and the U.S.A.

Admittance is strictly by invitation ticket only. Complete and return the application form today.

Complimentary Ticket Application

To: Ticket Department,
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The Tower, 229-243 Shepherds Bush Road, London. W6

Please send me.....complimentary tickets

NAME..... POSITION.....

COMPANY..... ADDRESS.....

NATURE OF BUSINESS.....

NATURE OF SPECIFIC INTEREST.....

DATE..... SIGNATURE.....

Kindly send me details of the International Fluid Power Conference ☐

East African agricultural officials to visit Royal Show

THREE SENIOR agricultural officials from East Africa arrived in Britain on June 24 to visit companies producing agricultural implements, machines and vehicles and spend two days at the Royal Show, Kenilworth (July 2-5). Their visit has been organized by the British National Export Council's Africa Committee and the Agricultural Engineers Association.

The three officials are Mr. Vincent Kirabokyamaria, agricultural officer in the department of agriculture, Entebbe Uganda; Mr. C. Y. Mpupua, assistant director of agriculture in charge of mechanization, Ministry of Agriculture, Dar-es-Salaam, Tanzania; and Mr. B. P. Kapota, general manager, Agricultural Development Corporation, Lusaka, Zambia.

A fourth official, Mr. Dawson Mlamba, Permanent Secretary, Ministry of Agriculture and Animal Husbandry, Nairobi, Kenya, will arrive on June 29 and during a separate programme will visit agricultural companies and agricultural research and study organizations. He will also visit the Royal Show and have meetings with the British Agricultural Export Council and the Ministry of Overseas Development.

Mr. K. I. Smolianov (left), director general of the Soviet Exhibition to be held at Earls Court from August 6-24, arriving at London Airport on June 20, accompanied by the chief architect, Mr. B. V. Vorontsov. The Soviet party was met in the Brabazon Suite of the VIP Lounge by Mr. James Brewster, director of Industrial and Trade Fairs Ltd., who are organizing the exhibition on behalf of the USSR Chamber of Commerce. They will remain in London until the end of the exhibition.

Appointments for World Exhibition Osaka, 1970

THE CENTRAL OFFICE of Information has announced the appointment of two theme advisers for the British Pavilion at Expo 70 at Osaka: Professor Asa Briggs and the staff of *Nature*, led by the editor, Mr. John Maddox.

The Japan World Exhibition (March 15 to September 13, 1970), like Expo 67 at Montreal, is recognized by the International Bureau of Exhibitions. Osaka is Japan's second largest city, 340 miles from Tokyo, and it is estimated that between 30 and 37 million people will visit Expo 70, nearly one million from overseas. Thirty countries have already decided to participate.

Over 10,000 visitors at 1968 Pipes and Pipeline Engineering Exhibition

'A HIGHLY STIMULATING event' was the comment of one exhibitor at the 1968 International Pipes and Pipeline Engineering Exhibition, which ended at Earls Court on June 14 with a total attendance of 10,360 recorded. This figure includes 707 visitors from overseas (the *known* total of overseas visitors who made themselves known to the organizers), an increase of more than 33⅓ per cent over the corresponding figure for 1966 (the last appearance of the exhibition).

A total of 453 delegates registered for the Pipes and Pipeline Engineering Convention, which was held at Earls Court over the first two and a half days of the exhibition. Thirty-four countries were represented.

Comments from exhibitors during the five-day run of the exhibition revealed that the quality of the attendance was high, say the organizers, Technical Exhibitions Ltd. Most stands appeared to have received a steady flow of solid inquiries and reports suggest that a significant percentage of these came from foreign visitors. Business reported to the organizers by exhibitors (but excluding unknown figures for large-scale contract negotiations opened during the exhibitions) totalled £85,750 in firm orders on the stands and £728,500 worth of firm inquiries.

The exhibition was formally opened on June 10 by Mr. Ray Gunter, Minister of Power, whose opening address outlined the rapid progress in the field of United Kingdom pipeline construction and mentioned the potential of the pipeline as a means of transport for the future. The exhibition received a visit from a Soviet delegation representing all aspects of pipeline technology and research in the USSR, led by Dr. Vladimir G. Diakov.

Commenting on the results of the exhibition, the organizers said: 'Two of the most encouraging aspects of this year's presentation of Pipes and Pipelines were the general feeling of satisfaction amongst exhibitors and the number of inquiries (especially from foreign countries) from firms who did not exhibit this time but have firmly indicated their intention of participating in the next exhibition.'

The next International Pipes and Pipeline Engineering Exhibition and Convention will be held from June 1-5, 1970.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, visited Selfridges' 'Britain is Great' Exhibition on June 19. Picture shows Mrs. Dunwoody accompanied by Mr. E. A. McClean, managing director of Selfridges (left) and Mr. A. B. Savage, director of British Weeks and Store Promotions Directorate, Board of Trade.

The 'Britain is Great' Exhibition attracts thousands of visitors both from home and abroad and helps to boost export figures through the Selfridges' personal Export Shop. Selfridges' export figures over the past year stood at over £5 million worth of goods delivered to over 26 countries.

American packaging exhibition

THE INSTITUTE OF PACKAGING is investigating prospects for a British combined stand at the Packaging Machinery Show to be held at Cobo Hall, Detroit, Michigan, from October 27-30. Companies exhibiting on the stand will be eligible for the considerable benefits of the Board of Trade's joint venture scheme for overseas trade fairs outside Western Europe.

The previous Packaging Machinery Show, held in 1967, attracted nearly 19,000 visitors and a total of 257 exhibitors, including 21 foreign companies. Seven British firms took part.

The British National Export Council have reported that the show provides a fine shop window for British firms considering introducing packaging machinery to the huge American and Canadian markets. It also presents an excellent opportunity for contacting agents or arranging cross-licensing agreements with American manufacturers.

Companies interested in taking part are invited to write to Mr. B. Goodman, Information Officer, The Institute of Packaging, Malcolm House, Empire Way, Wembley, Middlesex, as soon as possible.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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DESIGN, the only magazine to give independent and authoritative comment over the whole field of industrial and environmental design.

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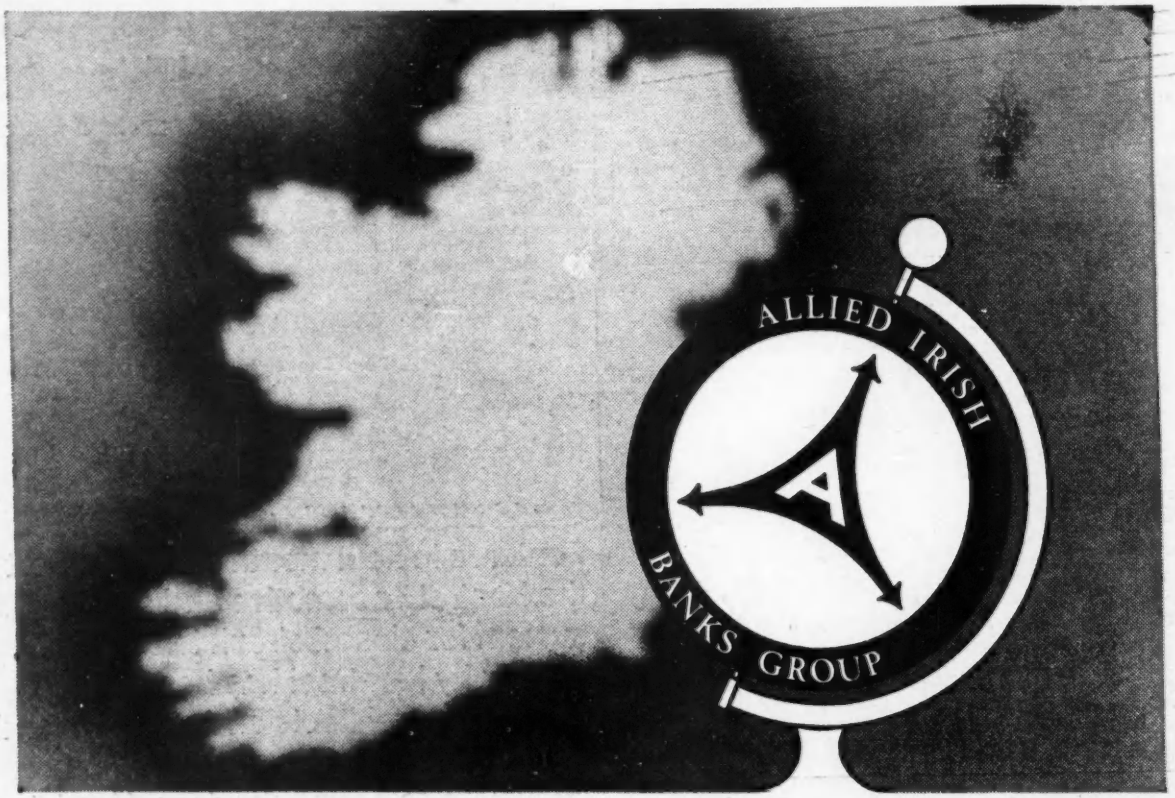

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Allied Irish Banks is the most dynamic and forward-looking banking Group in Ireland today. With over 420 Offices throughout the country it straddles all borders and serves all sectors of industry and commerce.

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Group Headquarters: Lansdowne House, Dublin 4, Ireland. Telephone: Dublin 60371.

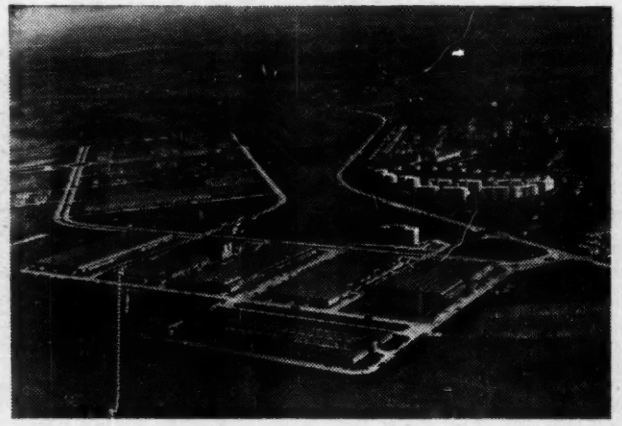
Overseas Trade and Exports

Not exporting yet? Why not consider Ireland for a start?

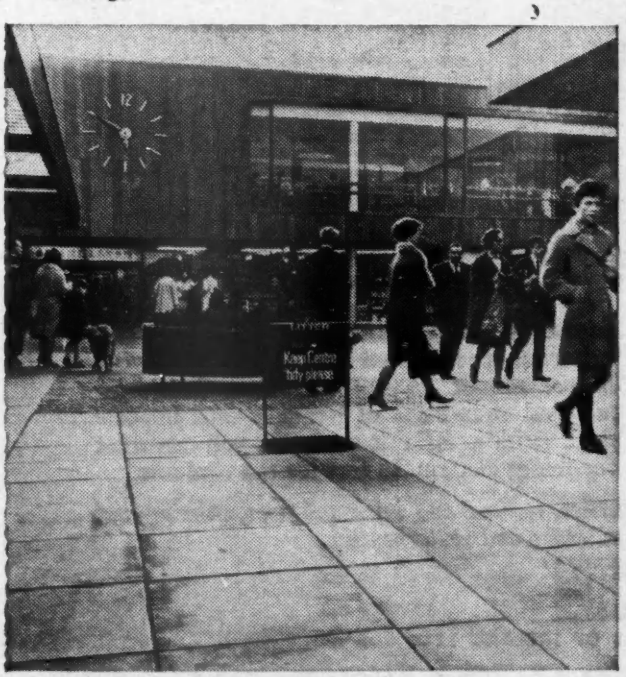
by the Commercial Section of the British Embassy, Dublin

Ten good reasons why you should:

1. The Republic is Britain's ninth best customer in the world. Out of each £ that an Irishman spends on imported goods no less than 10s. goes on British imports. This year our sales to the Irish should substantially exceed £200 million.
2. The Irish economy is on the move. Irish farming, the backbone of the economy, has also done well. Industry is expanding; the Irish Gross National Product rose in 1967 by about 4½ per cent in real terms, and is expected to rise at much the same rate this year. The external balance of payments for 1967/68 showed a healthy surplus.
3. In 1967 about half of total Irish imports from overseas came from Britain. This was about the same as in 1966. The Irish, on the other hand, stepped up their exports to Britain last year so successfully that *they transformed their traditional deficit into a surplus*. British exporters should accept this challenge.



Aerial view of Shannon Airport.



Stillorgan shopping centre, Dublin.

4. The era of Irish protectionism is on its way out. Under the Anglo-Irish Free Trade Area Agreement most tariffs on British goods are coming down at the rate of 10 per cent per annum and will reach zero in 1975 (a summary of the Agreement was contained in the *Board of Trade Journal* of July 15, 1966).
5. On many items of manufactured goods Britain enjoys a preferential tariff over other countries. With decreasing tariffs, with preferential treatment and with devaluation, British exporters ought to have a significant price advantage over foreign competitors.
6. The Irish £ is on a parity with the £ sterling. It was devalued with our £ recently. In order to reduce unnecessary increases in their import bills, Irish manufacturers and importers are looking for opportunities to switch sources of supply from non-devaluing countries to devaluing ones. British exporters should exploit this opening.
7. There are no problems of language; we have the same currency systems, the same methods of weights and measures, the same standards and specifications, and much the same trade union practices. Air and sea travel connections between Britain and the Republic are good and frequent; they are constantly being expanded, and there is a wide choice of routes. We drive on the same side of the road.
8. The documentation of exports to the Republic is relatively easy, as so many firms in the Republic are accustomed to importing and selling British goods.

(*Continued on page* 1951)

the vital one

(you can't afford to overlook A.E.T.)

If you're buying electrical appliances in Britain then you can't afford to overlook AET. AET produces high quality domestic electrical appliances in Ireland and exports them to Britain. The complete range of AET products are designed to the highest international standards. A large percentage of AET raw materials are imported from Britain. Last year it was almost £3 million worth. This represented almost 2% of Ireland's total imports from Britain. AET is the name you can trust for things electric. In fact it's the vital one.

Storage radiators, small cookers, irons, toasters, kettles, radiant and infra-red fires, skirting and convector heaters, oil-filled radiators and waterheaters.

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These crates, made from 'Propathene' ICI copolymer by Industrial Moulding (Ireland) Ltd., for Irish Ale Breweries, are in use at the Guinness Brewery, St. James's Gate, Dublin. The name is silk-screen printed on the sides.

9. The Irish like doing business with Britain. They are surprised that we do not try to do more, and they put it down to our tendency to take Ireland for granted. There are many openings for agencies.
10. British exporters may feel that because of the gradual reduction in the Irish protective tariff system it is not yet time to regard Ireland as a market for their goods. But it is not too soon to start making inquiries now through ESB or the British Embassy in Dublin regarding trading possibilities.

But: If you are encouraged by this to wet your export feet in the Irish Sea, Remember:

1. The Irish are discriminating buyers and price conscious. They expect, quite rightly, to be treated as an EXPORT MARKET, not simply as a remote corner of your home market.
2. Don't try and get by with one visit a year to a few select accounts. Appoint a good agent or distributor (we will help you find one) and support him. Answer his letters and telegrams promptly. He and his customers will welcome and value regular visits from you.

(*Continued on page* 1953)

Export opportunities in the Irish Republic

Below is a list of current export opportunities in the Irish Republic reprinted from the *Export Services Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.14847/68	Chains; life saving equipment; lifting gear; protective clothing; ropes and wire; ship and yacht fittings; waterproof coverings . .	Agency	74/68
ESB.15805/68	Chlorination, filtration, fluoridation and sewerage disposal plants . .	Agency	74/68
ESB.14562/68	Corduroys; cotton cord; furnishing fabrics; knitwear; shirtings	Agency	77/68
ESB. 5135/68	Catering equipment; cutlery; hand tools; sealing compound; tableware . .	Agency	78/68
ESB.19716/68	Concrete mixing machines; vehicle trailers .	Agency	94/68
ESB.19397/68	Printers' anti set-off powder; tobacco tin liners	Agency	95/68
ESB.15891/68	Carpets; household items; garden cultivators; garden furniture; indoor and outdoor toys and games; leisure requisites	Agency	97/68
ESB.20631/68	Harness buckles and fittings; industrial rubber goods; riding accessories; surgical tubing and sheeting; veterinary instruments. . .	Agency	102/68

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THIRD IRISH PACKAGING EXHIBITION

R.D.S. BALLSBRIDGE DUBLIN SEPT 23rd-27th 1968

IRELAND'S PACKAGING SHOP WINDOW—embracing all types of machinery and materials.
Tickets distributed to all potential buyers, who in previous years have established this Event as a most successful biennial series.
In addition to leading Irish and U.K. firms participating, the British Board of Trade Joint Venture Scheme and the Italian Institute for Foreign Trade incorporating many individual companies, will occupy large sites in 1968.
Once again extra accommodation has had to be taken, and a limited number of sites are available. Please write for details, without obligation, to the Organisers:—

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CITY HALL DEANSGATE MANCHESTER 3
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RTE Television is one sure way of selling to the Irish market...

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RTE TELEVISION now reaches a record 420,000 homes!
Which accounts for no less than 60% of all households in the RTE area including 80% of homes in the vital urban areas, 64% of all housewives and 64% of all adult men.
This is **your** market.

RTE RADIO makes sound selling sense.
Tuning in are 91% of all private homes—a solid 630,000 households.

What's more, 37% of all housewives listen to weekday morning programmes, and never more than 1% of the total RTE Radio audience listen to any other station in the daytime.

Sell successfully to the Irish market through Ireland's most powerful advertising media—RTE Television and Radio.

Full in formation from Robert K. Gahan, Advertisement Sales Controller, Radio Telefis Eireann, Donnybrook, Dublin 4. Tel. 693111.

Radio Telefis Eireann
Ireland's National Radio and Television Service

At the recent Atco Irish dealers' luncheon, held at the South County Hotel, Dublin, Ireland, are (left to right): Mr. J. Waghorn, export sales manager, Charles H. Pugh Ltd.; Mr. T. Bryan, proprietor, Bryans' Hardware and Electrical Store, Fermoy, Co. Cork (Atco dealer); Mr. M. J. O'Keeffe, director, Thomas McKenzie & Sons Ltd., and Mr. T. Moriarty, manager of M. Kelliher & Sons (1953) Ltd., Tralee, Co. Kerry (Atco dealers). The luncheon was organized by Thomas McKenzie & Sons Ltd., sole Irish distributor for the Atco range of lawnmowers manufactured by Charles H. Pugh Ltd., a member of the Qualcast Group.

3. Be meticulous about delivery dates. If it looks as if you might slip behind, there is a telephone at your elbow. Don't wait until the damage is done.
4. Consult with your agent about shipping routes and progress your shipments from the factory; it's *not* a long way to Tipperary, but you'd be surprised how much can go awry over such a short distance!
5. Don't assume that because you are so close your Irish customers will not be vitally concerned about spares and after-sales service. Ensure that your agent/distributor is fully covered in this respect, even if it means helping him with consignment stock. And if you have to ship spares quickly from your factory take a leaf out of your Continental competitor's book and fly them in.
6. Finally, remember that there is a well-equipped Commercial Section at the Embassy in Dublin. It exists to give you service; use it!

Bulk antibiotics at Glaxo's Ulverston (Lancs) plant ready to be packed or exported. Glaxo Group companies export several £100,000s worth of antibiotics, pharmaceuticals, vaccines, baby and invalid foods to the Irish Republic, much of which is for further manufacture and packing.

TRADE AND FINANCIAL ARRANGEMENTS

Republic of Niger and Rumania

THE NIGER *Journal Officiel* of April 5, 1968, announced the ratification of a trade agreement between Niger and Rumania, signed in Niamey on May 5, 1967. Each party will grant the other most-favoured nation treatment. The agreement is valid for one year, and renewable annually.

Exports from Niger to Rumania will include groundnuts and groundnut products; hides and skins; cotton and cotton seed; animal gut; kapok; craft products including jewellery, wickerwork, leather goods, woven goods and carvings.

A lengthy list of commodities to be exported by Rumania to Niger has been published, including the following: industrial equipment; vehicles; tractors and agricultural machinery; a wide range of electrical and non-electrical machinery and metal goods; telecommunications equipment; steel; concrete pipes; chemicals; paints and colouring materials; pharmaceutical products; building materials; fabrics and made-up clothing; shoes; brushes; crockery; paper and paper products; carpets; toys; musical instruments; wood products; various foodstuffs; wines and spirits.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(*Continued on page* 1955)

The 127-ton generator stator for the first of Tsing-1 power station's six 120 MW turbine-alternators being unloaded from the Blue Funnel Line vessel 'Maron' recently. The power station is being built by China Light and Power Company Ltd. for the Peninsula Electric Power Company Ltd., on a reclaimed site, and the six generating units supplied by GEC/AEI will comprise the first phase of the project.—Photo South China Morning Post.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given in February 9 issue of the Board of Trade Journal.

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Singapore and the United Arab Republic

A TRADE AGREEMENT between Singapore and the United Arab Republic was signed in Singapore on May 30, 1968. It remains in force for one year but is automatically extended for additional periods of one year unless either party gives notice of its intention to terminate the agreement 90 days prior to the expiration of a period.

Provisions of the agreement include:

(a) Both countries to endeavour to increase the volume of trade between them, particularly in regard to the lists of goods appended to the agreement.

(b) Most-favoured-nation treatment in all matters relating to trade between both countries, subject to existing laws and regulations, customs unions and the preferences accorded by the UAR to member states of the Arab League and by the Republic of Singapore to Commonwealth countries, the Republic of Ireland and the Union of Burma.

(c) Commercial barter transactions to be approved by appropriate authorities in both countries.

(d) Facilities to be extended by each country to the other for the holding of trade fairs, exhibitions, etc.

(e) Preference to be given to national transport undertakings when selecting transport for goods exchanged between the two countries.

(f) All current payments between the two countries to be effected in freely convertible currency.

Inquiries about this agreement should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143).

Tunisia and Sweden

THE TUNISIAN *Journal Officiel* of June 7-11, 1968 announced the renewal, for a further year from April 1, of the trade agreement between Tunisia and Sweden. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of July 28, 1967).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/59/61).

Tunisia and Norway

THE TUNISIAN *Journal Officiel* of May 21-24, 1968 announced the renewal, for a further year from April 1 of the Trade Agreement of 1960 between Tunisia and Norway. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of July 28, 1967).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 or 461).

Double taxation relief attestation of certain forms

THE BOARD of Inland Revenue have decided that declarations in support of claims to relief from United Kingdom income tax made on the grounds that the claimant is not resident or not ordinarily resident in the United Kingdom will no longer require to be attested before a British Consul, Vice Consul, a Magistrate or Notary Public nor (where appropriate) to be witnessed by an officer of an authorized Bank. Further details of the forms and types of claim affected may be obtained from the Inspector of Foreign Dividends at New Malden House, 1 Blagdon Road, New Malden, Surrey.

Mr. Alex Noble, the Provost of Fraserburgh, made an official visit to the Fraserburgh canning factory of British Fish Canners Ltd. to see the first containerized shipment of canned fish leaving the country for Australia. The company's export director, Mr. O. S. Anderson, who has just returned from Australia, reports tremendous interest in this experiment.

Mr. Cecil Gee (left), head of Cecil Gee International and the Cecil Gee Design Group, and Mr. George S. Smart, head of the men's wear group of the Co-operative Wholesale Society, signing a contract which announces the appointment of the Cecil Gee Design Group as menswear design consultants for CWS to formulate a major attack on the export markets of the world. The Cecil Gee Design Group states that it has had enormous success in selling British-designed merchandise in America, and its own design branded sales now exceed £250,000 in exports.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(117/68) Electronic Tubes and Semi-conductors for Algerian Radio and Television Authority. July 15. E.S.B. 24128/68.

(121/68) Telephone Exchange for Ministry of Defence. Closing date not stated. E.S.B. 24729/68.

ARGENTINA

(120/68) Boilers and Accessories for Agua y Energia Electrica (Further Information.) E.S.B. 23625/68.*

(120/68) Railway Safety Equipment for Argentina Railways. July 31. E.S.B. 24543/68.*

(117/68) Mineral Exploitation Survey for Direccion-General de Fabricaciones Militares. (Advance Information.) E.S.B. 24171/68.

Servicios Electricas del Gran, Buenos Aires:

(122/68) Cables; Wire. July 14. E.S.B. 24787/68.*

(122/68) Concrete Posts. July 14. E.S.B. 24788/68.*

(122/68) Transformers. July 14. E.S.B. 24789/68.*

AUSTRALIA

(123/68) Construction of Car Park for Department of Civil Aviation. August 6. E.S.B. 24905/68.*

(120/68) Instruments and Controls for Northern Electric Authority of Queensland. August 7. E.S.B. 24545/68.*

(123/68) Valve Parts and Connectors for Postmaster-General's Department. July 30. E.S.B. 24969/68.

(121/68) Transformers for Southern Electricity Authority of Queensland. July 31. E.S.B. 24600/68.*

(121/68) Aluminium Conductor for State Electricity Commission of Queensland. July 10. E.S.B. 24597/68.*

BRAZIL

(119/68) Electrical Equipment and Materials for Centrais Electricas de Minas Gerais. August 15. E.S.B. 24180/68.*

BURMA

Industrial Development Corporation:

(122/68) Chemical Recovery Plant. (Further Information.) Closing date postponed to July 31. E.S.B. 1303/68.*

(122/68) Sheet Packing Machine. July 31. E.S.B. 24790/68.*

(122/68) Nail-making Machine. July 31. E.S.B. 24904/68.*

(122/68) Nail-polishing Machine. July 31. E.S.B. 24906/68.*

Ministry of Defence:

(117/68) Curtain Rail; Locks. July 12. E.S.B. 23672/68.*

(117/68) Brickwork Reinforcement; Binding Wire. July 17. E.S.B. 23678/68.*

(121/68) Drain Cleaning Sets. July 19. E.S.B. 24585/68.*

(121/68) Metal Building Materials. July 19. E.S.B. 24586/68.*

(121/68) Outboard Motors for Public Works Corporation. July 22. E.S.B. 24583/68.*

CANADA

(120/68) Harbour Project for National Harbour Board. (Advance Information.) E.S.B. 24544/68.

CEYLON

(117/68) Fishing Gear for Ceylon Fisheries Corporation. (Further Information.) Tender documents now available. E.S.B. 23525/68.*

(117/68) Iron Sheets for Ceylon Transport Board. July 26. E.S.B. 24131/68.*

(117/68) Wire for Colombo Port Commission. (Further Information.) Tender documents now available. E.S.B. 22923/68.*

(121/68) Air-conditioning Plants for Government Electrical Undertakings. July 18. E.S.B. 24712/68.

(117/68) Cotton Gaiatea for Government Stores Department. July 30. E.S.B. 24142/68.*

State Engineering Corporation of Ceylon:

(119/68) Laboratory Equipment. July 12. E.S.B. 24181/68.*

(120/68) Pumps. July 19. E.S.B. 24570/68.*

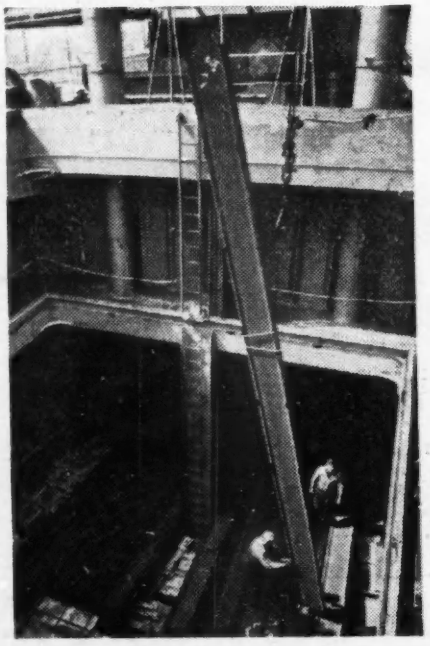
(117/68) Yarn. for Tender Board. August 5. Tender documents now available. E.S.B. 24135/68.*

COLOMBIA

(121/68) Garbage Treating Plant for Empresas Varias Municipales de Medellin. July 31. E.S.B. 24718/68.

CYPRUS

(120/68) Radio Relay, Carrier and Ancillary Equipment for Telecommunications Authority. (Advance Information.) Closing date not stated. E.S.B. 24547/68.*



Frodingham straight web steel sheet piling being lowered into the hold of the British ship 'Oakbank' for transport to Abu Dhabi where it will be used to build a lighterage wharf. This is part of a 500 ton consignment. The total order involves 2,800 tons.

HONG KONG

Controller of Stores, Government Store Department:

(120/68) Cotton Thread. August 2. E.S.B. 24542/68.

(121/68) Water Pumps; Valves. August 2. E.S.B. 24598/68.*

(121/68) Fluorescent Fittings. August 2. E.S.B. 24599/68.*

Tender Board:

(120/68) Serge. August 2. E.S.B. 24539/68.*

(121/68) Float Valve. July 12. E.S.B. 24709/68.*

INDIA

(119/68) Gravity Main and Allied Works for Bangalore Water Supply and Sewerage Board. August 21. E.S.B. 24507/68.

Beas Purchase Organization:

(119/68) Temperature Sticks. (Further Information.) Tender documents now available. E.S.B. 19043/68.*

(119/68) Subtense Bars. July 17. E.S.B. 24178/68.*

(123/68) Thermometers. (Further Information.) Tender documents now available. E.S.B. 22909/68.*

Bhabha Atomic Research Centre:

(119/68) Tractor-cum-Trailer. (Further Information.) Closing date postponed to July 19. E.S.B. 19202/68.

(119/68) Stainless Steel Tanks, Vessels and Filters. (Further Information.) Tender documents now available. E.S.B. 22927/68.*

(119/68) Monochromator. (Further Information.) E.S.B. 22925/68.*

(119/68) Air Space Filter. (Further Information.) E.S.B. 22926/68.*

(119/68) Tube Expanders and Cutters. July 23. E.S.B. 24506/68.*

Bihar State Electricity Board:

(123/68) Transformers. August 3. E.S.B. 24938/68.

(123/68) Transformers. July 17. E.S.B. 24963/68.

(123/68) Transformers for Bokaro Steel Ltd. July 10. E.S.B. 24962/68.

(122/68) Caisson Gates and Haulage Machinery for Commissioners for the Port of Calcutta. (Further Information.) Tender documents now available. It is understood that maximum use will be made of indigenous equipment. E.S.B. 23624/68.*

Damodar Valley Corporation:

(123/68) Disconnection Switches. August 5. E.S.B. 24939/68.

(123/68) Control Panels. August 13. E.S.B. 24940/68.

(122/68) Rectifiers for Eastern Railway, Calcutta. (Further Information.) Tender documents now available. E.S.B. 22587/68.*

(123/68) Steel Tape for Hindustan Cables Ltd. July 24. E.S.B. 24936/68.

Indian Telephone Industries:

(121/68) Resistance Wire. July 29. E.S.B. 24724/68.

(123/68) Brass Strips and Squares. August 5. E.S.B. 24957/68.

(123/68) Taps and Dies. July 15. E.S.B. 24958/68.

(119/68) Electric Motors for Koyna Hydro Electric Project. (Further Information.) Tender documents now available. E.S.B. 23400/68.*

(121/68) Boiler Motors for Maharashtra State Electricity Board. August 19. E.S.B. 24708/68.

Neyveli Lignite Corporation:

(119/68) Belt Conveyors, etc. September 3. E.S.B. 24503/68.*

(119/68) Conveyor. September 3. E.S.B. 24505/68.*

(117/68) Valves for Plant Design Circle. (Further Information.) The closing date has been extended to September 16. E.S.B. 7775/68.*

(121/68) Dam Gates for Public Works Department, Government of Gujarat. (Further Information.) Foreign exchange is not likely to be released for this project. E.S.B. 20853/68.

(120/68) Control Panels and Desks for U.P. State Electricity Board. July 29. E.S.B. 24531/68.*

IRAN

(120/68) Powdered Milk for National Iranian Steel Corporation. August 20. E.S.B. 24548/68.*

IRAQ

Dairy Administration:

(117/68) Carton Cups and Lids. July 15. E.S.B. 24161/68.

(123/68) Slaughterhouse Equipment. July 15. E.S.B. 24930/68.

(117/68) Paper for Director of Government Press and Stationery. July 21. E.S.B. 24159/68.

(117/68) Rolling Stock and Carriage for Directorate-General of Railway Service. October 7. E.S.B. 24160/68.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

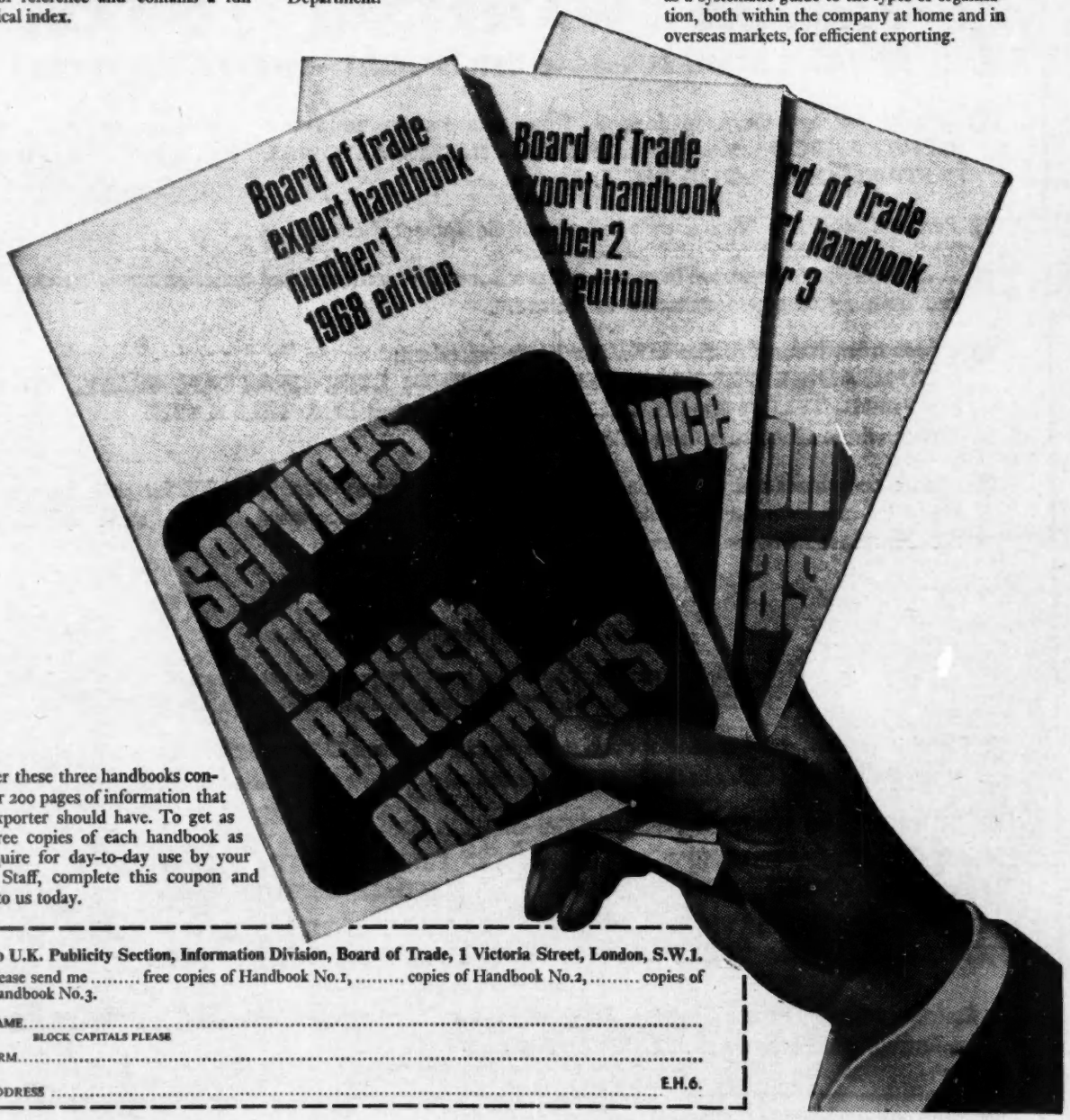
Have you got the 1968 editions of these Board of Trade Export Handbooks?

New revised editions of Handbooks 1 and 2 have just been published.

No 1 'Services for British Exporters', is a comprehensive guide to the help on offer from Government and other organisations. The handbook is designed as a work of reference and contains a full alphabetical index.

No 2 'ECGD Credit Insurance and Financial Support Services', details the different forms of insurance and financial support available through the Export Credits Guarantee Department.

No 3 'Organisation for Overseas Marketing', published October 1967, is also available. This handbook is intended especially for use by chief executives and senior management as a systematic guide to the types of organisation, both within the company at home and in overseas markets, for efficient exporting.



Together these three handbooks contain over 200 pages of information that every exporter should have. To get as many free copies of each handbook as you require for day-to-day use by your Export Staff, complete this coupon and send it to us today.

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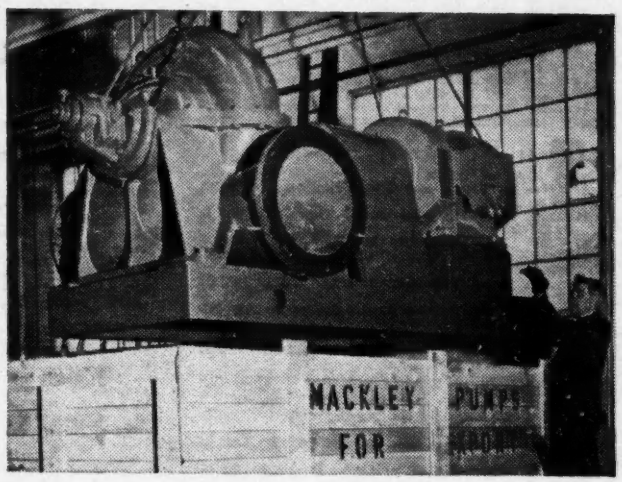
A two-day seminar, designed to ensure that Booker Engineering and Industrial Holdings Ltd. make the most of the opportunities given to British industry by devaluation, was held during April at the St. James Hotel, London. Among those attending the Seminar were (left to right): Mr. R. L. Watt, executive director of BEIH; Mr. L. Davies, managing director Sigmund Pulsometer Pumps Ltd.; Mr. Peter Parker, chairman BEIH; Mrs. J. E. Smith, executive member of the Credit Insurance Association; Mr. R. E. Lloyd, director Glyn Mills Ltd., and Mr. M. H. Hammill, managing director of Fletcher and Stewart Ltd.



At the Gateshead factory of E. N. Mackley & Co., a split-casing centrifugal pump is packed for export to Tronoh Mines Ltd. of Malaya. Mackley pumps are used for a wide variety of applications associated with dredging operations. Mackley and Company claim that 50 per cent of all dredging pumps exported to Malaya are from their factory.

Government Spinning and Weaving Administration:
(123/68) Weaving Accessories. July 11. E.S.B. 24912/68.
(123/68) Workshop Tools and Equipment. July 11. E.S.B. 24915/68.
Iraqi Ports Administration:
(123/68) Machine Tools; Woodworking Machinery. August 7. E.S.B. 24925/68.
(123/68) Marine Caps. July 17. E.S.B. 24917/68.
(123/68) Canvas Dry Green; Tarpaulin. July 10. E.S.B. 24919/68.
(123/68) Miscellaneous Equipment for Ministry of Defence. Closing date from July 23 to 30. E.S.B. 24965/68.
Ministry of Municipalities and Works:
(117/68) Buses and Chassis. September 1. E.S.B. 24144/68.
(117/68) Water Level Indicators. July 20. E.S.B. 24145/68.
Ministry of Oil and Minerals:
(123/68) Electric Kerbside Pumps. July 27. E.S.B. 24921/68.
(123/68) Semi-Trailer. July 30. E.S.B. 24922/68.
(123/68) Steel Dish Ends. August 5. E.S.B. 24923/68.
(123/68) Fork-lift Truck. July 25. E.S.B. 24924/68.
(123/68) Marine Badges for Iraqi Ports Administration. July 17. E.S.B. 24918/68.

IRISH REPUBLIC

(120/68) Timber for County Council Stores, Roscommon. July 10. E.S.B. 24546/68.
(117/68) Construction of Houses for National Building Agency Ltd. July 11. E.S.B. 24170/68.
(120/68) Construction of Swimming Pool for Tipperary (S.R.) County Council. July 17. E.S.B. 24551/68.

KENYA

(123/68) Telephone Exchange Extension for East African Posts and Telecommunications. (Advance Information.) E.S.B. 24967/68.
Nairobi City Council:
(121/68) Vehicles. July 29. E.S.B. 24705/68.*
(121/68) Hospital Supplies. July 12. E.S.B. 24706/68.*

KOREA

(123/68) Contractors' Equipment for Office of Supply. July 10 and 16. E.S.B. 24970/68.*

KUWAIT

(121/68) Vocational Training Equipment for International Labour Office. July 12. E.S.B. 24591/68.

LEBANON

(122/68) Rails for Lebanese Railways Authority. July 24. E.S.B. 24901/68.*

LIBYA

(121/68) Oil Stoves for Ministry of Finance. July 15. E.S.B. 24587/68.

MALAGASY REPUBLIC

(119/68) Coconut Development Scheme for Le Directeur-General de la Oramp. September 27. E.S.B. 24525/68.*
(119/68) Tractors, Trailers, Chisels for Le Ministere de l'Agriculture. Closing date not known. E.S.B. 24524/68.*

MALAYSIA

Federal Land Development Authority:
(120/68) Land Development Works. (Pre-qualification Information.) September 10. E.S.B. 24563/68.*
(121/68) Land Development Works. (Further Information.) E.S.B. 24563/68.*
National Electricity Board:
(120/68) Boiler Unit. (Further Information.) E.S.B. 23333/68.*
(122/68) Turbo Alternator. (Further Information.) Additional information regarding this project has now been received in Export Services Branch. E.S.B. 23332/68.*
Public Works Department:
(117/68) Water Supply Scheme. August 27. E.S.B. 24165/68.*
(117/68) Electric Switchboard. July 22. E.S.B. 24176/68.
(120/68) Steel Frame Building; Crane; Generating Set; Fuel Tank; Control Equipment for Sabah Electricity Board. Closing date has been postponed to July 8. E.S.B. 15689/68.*
(120/68) Tractors for Sabah Padi Board. Closing date not known. E.S.B. 24900/68.

MALTA

Treasury:
(121/68) Boiling Pans. July 18. E.S.B. 24704/68.*
(121/68) Textiles. July 18. E.S.B. 24701/68.*
(121/68) Paper. July 18. E.S.B. 24702/68.*
(121/68) Telephone Cables. July 18. E.S.B. 24703/68.*

MEXICO

Contract and Tender Office:
(122/68) Low Pressure Pipework and Valves, etc. August 9. E.S.B. 24725/68.*
(122/68) Control Equipment. July 22. E.S.B. 24727/68.
Mexican Federal Electricity Commission:
(122/68) Air Compressors. July 17. E.S.B. 24734/68.*
(122/68) Overhead Travelling Electric Crane. August 5. E.S.B. 24735/68.*

MOROCCO

(117/68) Leatherwork Machinery, Equipment and Tools for Ministry of Commerce, Handicrafts, Industry and Mines. Closing date not stated. E.S.B. 24175/68.*

NEW ZEALAND

(121/68) Soldering Irons, Bits and Elements for General Post Office. July 23. E.S.B. 24720/68.*
Ministry of Works:
(121/68) Polyester Coated Cloth. July 12. E.S.B. 24721/68.*
(122/68) Milling Machine. July 11. E.S.B. 24795/68.*
(119/68) Building Materials for Stores Officer, Government Printing Office. July 19. E.S.B. 24504/68.*

PAKISTAN

Pakistan Western Railway:
(121/68) Workshop Equipment. July 22. E.S.B. 24715/68.*
(121/68) Rollingstock Wheels. July 12. E.S.B. 24714/68.*
Water and Power Development Authority:
(121/68) Fuse Links. July 10. E.S.B. 24589/68.
(121/68) Cable. July 18. E.S.B. 24716/68.

PARAGUAY

(122/68) X-ray Films; Processing Materials for Instituo de Prevision Social. July 22. E.S.B. 24952/68.*

PHILIPPINES, REPUBLIC OF

(122/68) Transformer for National Power Corporation. (Further Information.) Closing date postponed to July 30. E.S.B. 22912/68.

SAUDI ARABIA

(123/68) Fire Engines for Arabian Oil Co. Ltd, Oapan). July 18. E.S.B. 24791/68.

SIERRA LEONE

Sierra Leone Electricity Corporation:
(121/68) Diesel Alternators. Closing date not stated. E.S.B. 24172/68 and 24173/68.
(121/68) Power Distribution Materials. Closing date not stated. E.S.B. 24174/68.

SINGAPORE, REPUBLIC OF

(117/68) Tool Kits for Ministry of Interior and Defence. (Further Information.) E.S.B. 23444/68.*
Public Utilities Board:
(119/68) Pipe Fittings. July 16. E.S.B. 24508/68.*
(123/68) Cable. July 16. E.S.B. 24911/68.

SOUTH AFRICA

Cape Provincial Tender Board:
(120/68) Medical Tablets and Capsules. July 12. E.S.B. 24556/68.*
(120/68) Laboratory Equipment. July 16. E.S.B. 24537/68.*
State Tender Board:
(117/68) Laboratory Equipment. July 15. E.S.B. 23680/68.*
(117/68) Meteorological Balloons. July 15. E.S.B. 23663/68.*
(117/68) Chemicals and Pump Oil. July 15. E.S.B. 23679/68.*
(120/68) Hydrology Equipment. July 11. E.S.B. 24535/68.*
(123/68) Peptone. July 17. E.S.B. 24908/68.*

SUDAN

(119/68) Steel for Central Electricity and Water Corporation. July 11 E.S.B. 24188/68.*
(119/68) Generating Set for Ministry of Works. July 22. E.S.B. 24192/68.*
(119/68) Motor Trolleys for Sudan Gezira Board. July 15. E.S.B. 24191/68.*
(119/68) Underframes for Sudan Railways. August 22. E.S.B. 24190/68.*

(Continued on next page)

SYRIAN ARAB REPUBLIC

(117/68) Mechanical and Electrical Equipment for Ministry of Municipal and Rural Affairs. August 10. E.S.B. 23697/68.
(123/68) Portable Platform Hoist for Northern Zone Electricity Directorate. July 15. E.S.B. 24953/68.
(117/68) Engineering Projects for Public Administration of Oil. July 11. E.S.B. 23696/68.
(123/68) Gauging Apparatus for Southern Zone Electricity Directorate. July 16. E.S.B. 24954/68.

TAIWAN

Central Trust of China:
(117/68) Instruments and Control Equipment. July 10. E.S.B. 24127/68.*
(117/68) Workshop Equipment. July 10. E.S.B. 24111/68.*
(117/68) X-ray Films. July 25. E.S.B. 24117/68.*
(117/68) Platinum Catalyst Gauze. July 10. E.S.B. 24123/68.*
(121/68) Textile Machinery. July 13. E.S.B. 24580/68.*
(121/68) Telephone Miscellaneous Equipment. July 20. E.S.B. 24593/68.*
(121/68) Filter Rolls. July 19. E.S.B. 24594/68.*
(121/68) Power Supply Equipment and Rheostats. July 22. E.S.B. 24575/68.*
(121/68) Induction Voltage Regulator. July 22. E.S.B. 24576/68.
(121/68) Round Bar. July 19. E.S.B. 24577/68.
(121/68) Liquorice Extract Powder. July 19. E.S.B. 24578/68.*
(121/68) Air Compressors. July 20. E.S.B. 24579/68.*
(121/68) Meteorological Stations. July 19. E.S.B. 24581/68.*
(121/68) Transformers. July 19. E.S.B. 24595/68.*
(121/68) Meter Testing Set. July 25. E.S.B. 24596/68.*
(121/68) Cash Boxes. July 20. E.S.B. 24592/68.*
(122/68) Cooling Tower Parts. July 18. E.S.B. 24794/68.*
(122/68) Electrical Equipment. July 12. E.S.B. 24774/68.*
(122/68) Railway Wagons. July 22. E.S.B. 24775/68.*
(122/68 Spring Tape. July 19. E.S.B. 24776/68.*
(122/68) Laboratory Apparatus. July 18. E.S.B. 24777/68.*
(122/68) Railway Cars. July 19. E.S.B. 24778/68.*
(122/68) Electrodes. July 15. E.S.B. 24739/68.*
(122/68) Pumping Set. July 15. E.S.B. 24740/68.*
(122/68) Steel Pipe. July 17. E.S.B. 24741/68.*
(122/68) Telecommunication Measuring Sets. July 15. E.S.B. 24742/68.*
(122/68) Gas Indicator. July 19. E.S.B. 24745/68.*
(122/68) Fork-lift Truck. July 18. E.S.B. 24746/68.*
(122/68) Vehicles. July 19. E.S.B. 24795/68.*
(122/68) Measuring Instruments. July 18. E.S.B. 24797/68.*
(122/68) Steel Plate. July 15. E.S.B. 24743/68.*
(122/68) Hydraulic Crane. July 15. E.S.B. 24736/68.*
(122/68) Insulation Tester. July 16. E.S.B. 24737/68.*
(122/68) Telecommunication Equipment. July 15. E.S.B. 24738/68.*
(122/68) Gear Couplings. July 15. E.S.B. 24773/68.*
(122/68) Bulldozer. July 16. E.S.B. 24747/68.*
(122/68) Fish Meal. July 10. E.S.B. 24748/68.*
(122/68) Sawing Machine. July 18. E.S.B. 24780/68.*
(122/68) Bearings. July 19. E.S.B. 24781/68.*
(122/68) Electrical Equipment. July 18. E.S.B. 24782/68.*
(122/68) Air-conditioning Equipment. July 19. E.S.B. 24783/68.*
(123/68) Pipe Fittings. July 16. E.S.B. 24799/68.*
(123/68) Bobbin Slitting and Roll Winding Machine. July 12. E.S.B. 24800/68.*

TANZANIA

(123/68) Substation Extension for Tanganyika Electric Supply Co. August 21. E.S.B. 25544/68.

THAILAND

(122/68) Animal Husbandry Equipment for Department of Vocational Education. August 21. E.S.B. 24786/68.*
(122/68) Transformers for Metropolitan Electricity Authority. August 8. E.S.B. 24767/68.*
Port Authority of Thailand:
(123/68) Tractor Shovel. August 2. E.S.B. 24764/68.
(123/68) Vessels, Earth Loading. July 16. E.S.B. 24765/68.
(123/68) Radio Transmitting Equipment for Public Relations Department. July 18. E.S.B. 24762/68.
Royal Irrigation Department:
(120/68) Office Equipment. July 15. E.S.B. 24562/68.*
(123/68) Hospital Equipment; Ambulance. August 1. E.S.B. 24766/68.*

TURKEY

(120/68) Binoculars for Deniz Kuvvetleri, Ikmal Dairesi. July 15. E.S.B. 24556/68.*
Deniz Kuvvetleri Komutanligi:
(120/68) Marine Tools; Workshop Equipment. August 2. E.S.B. 24519/68.*
(120/68) Transceivers. August 2. E.S.B. 24532/68.*
(120/68) Diesel Engines. August 2. E.S.B. 24533/68.*
(120/68) Ferro Alloys. August 2. E.S.B. 24534/68.*
(120/68) Construction of Irrigation Project for Ministry of Power and Natural Resources. (Prequalification.) July 10. E.S.B. 24555/68.
(122/68) Letter Press for Tekel Genel Mudurlugu. July 18. E.S.B. 24772/68.*

UNITED STATES OF AMERICA

(119/68) Cranes and Equipment for United States Corps of Engineers. July 18. E.S.B. 24195/68.

URUGUAY

Ministry of Public Health:
(119/68) Developing Chemicals. July 23. E.S.B. 24183/68.
(119/68) Film. July 23. E.S.B. 24186/68.
(119/68) X-ray Accessories. July 23. E.S.B. 24196/68.
(119/68) Hypodermic Needles; Syringes; Thermometers. July 30. E.S.B. 24197/68.
(119/68) Film. July 30. E.S.B. 24198/68.
(119/68) Laboratory Equipment. August 6. E.S.B. 24199/68.
(119/68) Wire for State Electricity and Telephone Board. First call August 7; second call August 13. E.S.B. 24182/68.*
(119/68) Fertilizers for State Oil and Alcohol Monopoly. (Further information.) E.S.B. 23398/68.*
(119/68) Parking Meters for Municipality of Montevideo. First call August 5; second call August 12. E.S.B. 24184/68.

VIETNAM

(123/68) Sports Equipment for Central Procurement and Supply Authority. July 10. E.S.B. 25003/68.*

YUGOSLAVIA

(122/68) Construction of Railway Line for Railway Transport Enterprise, Titograd. (Pre-qualification.) July 30. E.S.B. 25343/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(123/68) Inquiry for electric fans; refrigerators; steel office furniture. E.S.B. 23918/68.

Algeria
(117/68) Agency inquiry for air-conditioning and refrigeration plant. E.S.B. 23594/68.
(121/68) Inquiry for toilet paper-making machinery. E.S.B. 24882/68.

Australia
(117/68) Agency inquiry for record stylli. E.S.B. 24045/68.
(117/68) Agency inquiry for echo sounders; marine radar equipment. E.S.B. 21229/68.
(119/68) Agency inquiry for auto-electrical products. E.S.B. 18052/68.
(121/68) Agency inquiry for potato planters; seed planters; seedling transplanters. E.S.B. 19320/66.
(116/68) Inquiry for grinding machinery. E.S.B. 24264/68.
(117/68) Inquiry for internal combustion engines. E.S.B. 24202/68.
(117/80) Inquiry for plastic rod. E.S.B. 24273/68.
(122/68) Inquiry for bedspreads. E.S.B. 25089/68.
(122/68) Inquiry for office machines; self-adhesive tape; stationery items. E.S.B. 14089/67.

Australia - Waiver of British Preference
(120/68) Inquiry for fabric label cutting and folding machine. E.S.B. M/10/68.
(121/68) Inquiry for aluminium roof sheet. E.S.B. E.S.B. M/15/68.
(121/68) Inquiry for amplifier. E.S.B. M/14/68.
(121/68) Inquiry for calibrators. E.S.B. M/17/68.
(121/68) Inquiry for cardiac waveform simulator. E.S.B. S/13/68.
(121/68) Inquiry for liquid scintillation systems. E.S.B. M/18/68.
(121/68) Inquiry for oscillator. E.S.B. M/12/68 and E.S.B. M/13/68.
(121/68) Inquiry for pulse generator. E.S.B. M/11/68.
(121/68) Inquiry for tape readers. E.S.B. M/16/68.

Austria
(121/68) Agency inquiry for artist materials; pens; writing paper. E.S.B. 25025/68.
(121/68) Agency inquiry for caravans. E.S.B. 12014/68.
(119/68) Inquiry for women's and children's blouses, dresses. E.S.B. 24674/68.
(120/68) Inquiry for electro-cardiograph machines. E.S.B. 24622/68.

Bahamas
(122/68) Inquiry for window shutters. E.S.B. 25332/68.

Belgium
(119/68) Inquiry for electro-mechanical equipment; electronic equipment and devices. E.S.B. 22853/68.
(122/68) Inquiry for giftware and souvenirs; novelties and gadgets; toys. E.S.B. 24844/68.

Canada
(117/68) Agency inquiry for electric generators; reduction gears. E.S.B. 24206/68.
(119/68) Agency inquiry for generators. E.S.B. 24204/68.
(117/68) Inquiry for paper towels. E.S.B. 24085/68.
(122/68) Inquiry for copper clad epoxy fibreglass laminates. E.S.B. 21728/68.
(122/68) Inquiry for electronic components. E.S.B. 25075/68.

Canary Islands
(121/68) Inquiry for furniture. E.S.B. 23171/68.

Ceylon
(120/68) Agency inquiry for hotel air-conditioning systems. E.S.B. 24287/68.
(117/68) Inquiry for cheeses; drawing instruments; gramophone records; paints; photographic equipment; rubber sheeting. E.S.B. 24340/68.
(117/68) Inquiry for cleaning fluid. E.S.B. 24339/68.

Costa Rica
(117/68) Inquiry for road maintenance equipment. E.S.B. 24304/68.

Curacao
(117/68) Inquiry for building materials; office equipment. E.S.B. 24374/68.
(117/68) Inquiry for canned foods; confectionery. E.S.B. 24411/68.

Denmark
(119/68) Inquiry for tea. E.S.B. 24414/68.

El Salvador
(123/68) Inquiry in respect of university science faculty equipment. E.S.B. 10544/68.

Finland
(122/68) Agency inquiry for camping gear; games; sports shoes; vinyl play balls and footballs. E.S.B. 21024/68.
(122/68) Agency inquiry for car parts. E.S.B. 24811/68.
(117/68) Inquiry for aluminium oxide; base cloth; vulcanized fibre. E.S.B. 24425/68.
(117/68) Inquiry for glass fibre rowing boat production machinery; plastic bottle production machinery; plastic wall and room unit production machinery. E.S.B. 23876/68.

France
(119/68) Agency inquiry for grinding and crushing mills. E.S.B. 24369/68.
(121/68) Agency inquiry for record players and turntables; tape recorders; transistor radios. E.S.B. 24879/68.
(120/68) Inquiry for confectionery. E.S.B. 24280/68.
(121/68) Inquiry for electronic equipment. E.S.B. 15727/68.
(121/68) Registration of trade marks. E.S.B. 1209/G.
(122/68) Inquiry for horse pictures and publications; leather gifts; riding clothes; saddlery raw materials and repair equipment. E.S.B. 24479/68.

Germany, Federal Republic of
(117/68) Agency inquiry for mining and quarring machinery. E.S.B. 22493/68.
(117/68) Agency inquiry for toys. E.S.B. 23087/68.
(119/68) Agency inquiry for women's clothing. E.S.B. 22735/68.
(122/68) Agency inquiry for ring binder mechanisms; semi-finished plastic articles. E.S.B. 13426/68.
(116/68) Inquiry for milled body files. E.S.B. 24279/68.
(117/68) Inquiry for chemical cleaning and laundering processes requisites. E.S.B. 24442/68.
(117/68) Inquiry for pencil printing machinery. E.S.B. 14890/68.
(117/68) Import opportunity. C.R.E. 211/68.
(119/68) Inquiry for pipes. E.S.B. 20056/68.
(120/68) Inquiry for nightwear; pullovers. E.S.B. 24413/68.

Guadeloupe
(121/68) Inquiry for furniture; hotel fittings. E.S.B. 42398/67.

Guatemala
(120/68) Inquiry for brand printing equipment; paper bag-making machinery. E.S.B. 24873/68.

Guyana
(122/68) Agency inquiry for building and hardware materials; electrical equipment and accessories; household articles; textile materials. E.S.B. 24318/68.
(117/68) Inquiry for fertilizer. E.S.B. 24547/68.

Hong Kong
(121/68) Inquiry for acrylic yarn; insulated cable; wire. E.S.B. 25059/68.

India
(117/68) Inquiry for steel aircraft tubing. E.S.B. 22698/68.

Iran
(121/68) Agency inquiry for bookbinding machinery. E.S.B. 24852/68.

Irish Republic
(117/68) Agency inquiry for coating fabrics; furnishing fabrics; mohair piece goods. E.S.B. 24010/68.
(123/68) Agency inquiry for bulldozer blade edges; grease guns; steel nuts, bolts and split pins; volume buckets. E.S.B. 24306/68.
(119/68) Inquiry for glassware lamp shades. E.S.B. E.S.B. 24305/68.

Israel
(121/68) Agency inquiry for amplifiers. E.S.B. 24697/68.
(122/68) Agency inquiry for steel bars, circles, tubes and sheets. E.S.B. 24883/68.

Italy
(116/68) Agency inquiry for pressure and temperature regulators and control apparatus. E.S.B. 18457/68.
(117/68) Agency inquiry for bellows; filters; pipes; pipe accessories and fittings. E.S.B. 23722/68.
(117/68) Agency inquiry for construction equipment; earth moving equipment. E.S.B. 18602/68.
(117/68) Agency inquiry for knitwear. E.S.B. 23949/68.
(117/68) Agency inquiry for toys. E.S.B. 24026/68.
(117/68) Agency inquiry for wallpaper. E.S.B. 24083/68.
(119/68) Agency inquiry for metal cleaning machines; sand-blasting machines; testing equipment. E.S.B. 18417/68.
(122/68) Agency inquiry for bookbinding cloth; novelty stationery; printers paper and cardboard. E.S.B. 25230/68
(122/68) Agency inquiry for electric bulbs. E.S.B. 25217/68.
(122/68) Agency inquiry for industrial plastic materials; rubber technical articles; semi-finished rubber products. E.S.B. 18441/68.
(117/68) Inquiry for air-conditioning plant; fire alarm and control system; pneumatic message conveyor system. E.S.B. 24277/68.
(117/68) Inquiry for air vent and tempering valves. E.S.B. 23751/68.
(117/68) Inquiry for combed tops. E.S.B. 24224/68.
(117/68) Inquiry for sheet calender. E.S.B. 18019/68.
(119/68) Inquiry for hotel equipment; prefabricated hotel building systems. E.S.B. 24095/68.
(120/68) Manufacture under licence - protective paints. E.S.B. 24864/68.
(122/68) Inquiry for enzymes. E.S.B. 25265/68.

Jamaica
(119/68) Inquiry for prefabricated steel building. E.S.B. 24063/68.
(120/68) Inquiry for food warming cabinets. E.S.B. 24311/68.

Japan
(117/68) Agency inquiry for piece goods. E.S.B. 24043/68.

Jordan
(119/68) Manufacture under licence - steel pipes. E.S.B. 24270/68.

Kenya
(122/68) Agency inquiry for amplifiers and speakers; radio spares; record players. E.S.B. 20692/68.

Libya
(121/68) Inquiry for alcoholic beverages. E.S.B. 25213/68.

Luxembourg
(120/68) Agency inquiry for central heating equipment. E.S.B. 16852/68.
(122/68) Inquiry for central heating equipment. E.S.B. 24245/68.

Malaysia
(122/68) Agency inquiry for broadcasting and telecommunications equipment; electrical appliances. E.S.B. 25002/68.

Martinique
(121/68) Inquiry for furniture; hotel fittings. E.S.B. 42398/67.

Mexico
(121/68) Agency inquiry for pirn winders. E.S.B. 24446/68.
(122/68) Inquiry for foam rubber drying equipment. E.S.B. 25336/68.

Morocco
(117/68) Inquiry for gas, water and steam tubes. E.S.B. 21059/68.
(117/68) Inquiry for hot water bottles; laboratory equipment; pharmaceutical and medical products. E.S.B. 24263/68.
(119/68) Inquiry for compressors. E.S.B. 20568/68.
(121/68) Inquiry for bituminized crepe paper; carbonate of lime; coated paper tubes and cylinders; galvanized steel cables and wire; insulated cardboard; kaolin pulverized; steel sheets. E.S.B. 24218/68.

Mozambique
(122/68) Inquiry for department store goods; foodstuffs; jewellery and precious stones; pet foods; presentation articles. E.S.B. 25062/68.

Netherlands
(120/68) Agency inquiry for building panels. E.S.B. 24091/68.

Netherlands Antilles
(122/68) Agency inquiry for plastic toys; school furniture and equipment. E.S.B. 24375/68.

New Zealand
(117/68) Inquiry for tubular cardboard core production equipment. E.S.B. 24067/68.

Nigeria
(122/68) Agency inquiry for domestic sewing machines; fez caps; handbags; handkerchiefs; hurricane lanterns; leather footwear; men's outerwear; thread. E.S.B. 23739/68.
(117/68) Inquiry for artificial leather; laminated sheets. E.S.B. 21600/68.
(120/68) Inquiry for tyre levers. E.S.B. 24417/68.
(122/68) Inquiry for nylon; nylon yarn. E.S.B. 25040/68.

Norway
(117/68) Inquiry for bags; dressing cases; mirrors; padlocks; pocket books; pocket knives; scissors; towels; vacuum flasks and jugs. E.S.B. 24441/68.

Pakistan
(120/68) Agency inquiry for pipes. E.S.B. 21832/68.
(117/68) Inquiry for tile manufacturing plant. E.S.B. 24307/68.

Philippines, Republic of
(117/68) Inquiry for asphalt plant; hydraulic excavators; mobile cranes; vibrating rollers; vibrator equipment. E.S.B. 24294/68.
(117/68) Inquiry for Christmas decorations; drawing instruments; educational aids and laboratory models; globes; greeting cards; ink; lampshade parchment; papers. E.S.B. 24380/68.
(122/68) Inquiry for marble processing equipment. E.S.B. 25250/68.
(122/68) Inquiry for oil expellers; oil mill equipment. E.S.B. 25328/68.
(122/68) Inquiry for powder compacts. E.S.B. 25253/68.

Portugal
(117/68) Agency inquiry for kitchen equipment and utensils. E.S.B. 21016/68.
(119/68) Agency inquiry for animal feed supplements; chemists and druggists sundries; cosmetics and toilet preparations; perfumery; pharmaceutical raw materials; veterinary preparations. E.S.B. 24038/68.

Puerto Rico
(122/68) Inquiry for fire hose. E.S.B. 25037/68.

St. Pierre, Miquelon and Langlade
(119/68) Agency inquiry for biscuits and confectionery; detergents; giftware; knitwear; tea sets; whisky. E.S.B. 23198/68.

Saudi Arabia
(117/68) Inquiry for bricks. E.S.B. 24296/68.
(117/68) Inquiry for jams and marmalades; tinned fruits. E.S.B. 24219/68.
(123/68) Inquiry for compressors; pumps. E.S.B. 25208/68.

Singapore, Republic of
(122/68) Agency inquiry for water pumps. E.S.B. 25231/68.
(119/68) Inquiry for language laboratory equipment. E.S.B. 24642/68.

South Africa
(117/68) Agency for hand tools; rivets; riveting tools. E.S.B. 24207/68.
(121/68) Agency inquiry for sports goods. E.S.B. 24272/68.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

(119/68) Inquiry for public address system. E.S.B. 24269/68.
(120/68) Inquiry for carpet printing machinery. E.S.B. 24419/68.

Spain
(117/68) Agency inquiry for steam turbines. E.S.B. 24009/68.
(119/68) Agency inquiry for medical, surgical and orthopaedic specialties. E.S.B. 19306/68.
(119/68) Inquiry for machine tools. E.S.B. 24625/68.

Surinam
(117/68) Agency inquiry for cosmetics; soap; toiletries; toothpaste. E.S.B. 24317/68.
(117/68) Inquiry for refrigerators. E.S.B. 24319/68.

Sweden
(117/68) Agency inquiry for accumulators; hair dryers; street lighting lamps. E.S.B. 2986/68.
(117/68) Agency inquiry for gardening machinery; tractors. E.S.B. 24081/68.
(117/68) Agency inquiry for medical and surgical equipment. E.S.B. 23288/68.
(120/68) Agency inquiry for electric cable and lighting equipment; industrial electrical equipment. E.S.B. 24485/68.
(120/68) Agency inquiry for radio and television electrical components. E.S.B. 24443/68.
(121/68) Agency inquiry for electro plating machinery and chemicals. E.S.B. 24346/68.
(121/68) Agency inquiry for garden fertiliser spreaders; hose reels and carriages. E.S.B. 20051/68.
(121/68) Agency inquiry for hosiery. E.S.B. 24688/68.

Switzerland
(117/68) Agency inquiry for woollen blankets; bed covers and linen; sleeping bags and equipment for campers. E.S.B. 23250/68.
(119/68) Agency inquiry for blood analysis instruments; disposable plastic articles. E.S.B. 24426/68.
(119/68) Agency inquiry for glazed ceramic wall tiles. E.S.B. 14140/68.
(120/68) Agency inquiry for knitwear. E.S.B. 15898/68.
(121/68) Agency inquiry for leather clothing. E.S.B. 24372/68.
(122/68) Agency inquiry for women's outerwear. E.S.B. 9181/68.
(122/68) Inquiry for tapes. E.S.B. 25218/68.

Thailand
(117/68) Inquiry for automotive batteries; oil seals; spark plugs. E.S.B. 24286/68.
(117/68) Inquiry for bearings; oil seals; vehicle spares. E.S.B. 19622/68.
(117/68) Inquiry for motor vehicle parts. E.S.B. 24309/68.

Trinidad/Tobago
(116/68) Agency inquiry for bias bindings; brush and comb sets; gift wrapping paper; handkerchiefs; pins; tinware. E.S.B. 9124/68.
(120/68) Inquiry for chemicals; containers. E.S.B. 21061/68.

Tunisia/Hungary
(117/68) Trade agreement. E.S.B. 1209/G.

Turkey
(122/68) Inquiry for laboratory equipment. E.S.B. 24898/68.

United Arab Republic (Egypt)
(117/68) Import system. E.S.B. 1389/G.

USSR
(122/68) Inquiry for sewer measuring equipment. E.S.B. 25271/68.

United States of America
(121/68) Agency inquiry for office accessories. E.S.B. 24039/68.
(116/68) Inquiry for access locking clip die. E.S.B. 24313/68.
(117/68) Inquiry for marine hardware; rope; twine cords; wire cable and sleeves. E.S.B. 23263/68.
(117/68) Manufacture under licence - fluid handling equipment. E.S.B. 24237/68.
(119/68) Inquiry for hotel equipment; alcoholic beverages. E.S.B. 24407/68.
(119/68) Inquiry for tinned candy. E.S.B. 24469/68.
(119/68) Manufacture under licence in Britain - respirators and respiratory devices. E.S.B. 21350/68.
(120/68) Inquiry for fabricated steel towers. E.S.B. 25022/68.
(120/68) Inquiry for structural steel. E.S.B. 24832/68.
(121/68) Inquiry for footwear. E.S.B. 25095/68.
(121/68) U.S. Agency for International Development (AID) - opportunities for British goods. E.S.B. 7742/68.
(122/68) Inquiry for glass tubes. E.S.B. 25036/68.
(122/68) Inquiry for roller chain sprockets. E.S.B. 25263/68.
(122/68) Inquiry for saddles. E.S.B. 24632/68.
(122/68) Inquiry for tiles. E.S.B. 25099/68.
(122/68) Inquiry for tractor parts. E.S.B. 1972/68.
(123/68) Inquiry for glass tubes. E.S.B. 36417/67.

Venezuela
(122/68) Agency inquiry for chemicals; ferrous alloys. E.S.B. 25713/68.

Yugoslavia
(122/68) Inquiry for cryolite; petrol-coke; sodium hydroxide. E.S.B. 25396/68.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Car window seals for Germany

Avon Rubber Company have won an order for 40,000 rubber quarterlight window seals from Volkswagen, the German car manufacturers, following four years of negotiations and intensive testing. The seals are being manufactured at Avon's Industrial Products Division factory at Bradford-on-Avon, Wiltshire, and to meet the Volkswagen specification the seals have, among other things, to be resistant to cracking, to stains, to deformation, to extremely low temperatures, and to corrosion caused by copper.

First samples were sent to Volkswagen in Germany in 1964 and four years of intensive testing and evaluation of the Avon product followed, during which time specification changes were made by Volkswagen and a top level team from Avon which included the marketing manager, works chemist, process manager and automotive products sales manager, paid visits to Volkswagen's plant in Germany. Now Avon technologists are collaborating with Volkswagen engineers to develop new rubber door seals of an improved type – again produced on machinery specifically developed by Avon to take advantage of a new method of producing this material.

For the last four years Avon have supplied more than one million similar seals to Fiat in Italy for their '600' and '1100' models. In spite of a rise in tariffs Avon have managed to keep their prices competitive and to retain the contracts of these models.

Mexico Games order

A £60,000 order has been awarded to Petbow Limited of Sandwich, Kent, to supply four large 400kVA generating sets to Mexico. The order, which was won against stiff American and foreign competition, is for the Commission Federal de Electricidad of Mexico and is part of their expansion programme to provide additional electrical power for the many extra visitors expected throughout the country as a result of the Olympic Games.

Petbow manufacture an extensive range of generating and welding plant equipment, 67 per cent of which is exported. The order follows sales tours of the company's representatives who have visited 42 countries in the last five months.

Rumanian order

Slack & Parr, precision engineering company, Derby, is to design and install equipment valued at £40,000 for the metering and mixing of titanium dioxide with acrylonitrile polymer at a new acrylic fibre factory being built in Rumania. The contract was won against strong international competition.

The company's machinery is widely used throughout the world's man-made fibre industry and 80 per cent of its production goes to export markets.

Road and housing contracts for ME

Humphreys Limited have won their second contract for the resurfacing and remaking of the roads at the Saih al-Malah camp of Petroleum Development (Oman) Limited, the company that has recently made discoveries of oil within the Sultanate of Muscat and Oman.

The contract is due to be completed on October 30.

The company have also begun work on a new £366,024 contract for the construction of 100 houses at Al-Ain, Abu Dhabi. The houses are specially designed for use by the bedouin inhabitants of that part of the country and many of the future occupants will be living in permanent dwellings for the first time in their lives.

Among the firm's other contracts in the area are a section of the dual carriageway that will link Al-Ain with Abu Dhabi's capital, Dubai and a power station and a bank in the Sultanate of Muscat and Oman.

Cossor equipment for Kuwait Airways

Cossar Electronics Limited, Aviation Division, Harlow, Essex, announce the receipt of orders from Kuwait Airways Limited and Britannia Airways Limited, for the airborne SSR Transponder type 1600. This equipment will be fitted into the new Boeing aircraft ordered by both airlines. These latest orders mean that there are now over 20 major airlines using Cossor civil SSR Transponders.

£60,000 Swedish order

A £60,000 order for a fully automatic line for the production of wire baskets at the rate of more than two a minute has been received by British Federal Welder and Machine Co. Ltd., of Dudley, from a Swedish company. The order follows the installation for the same Swedish company, of a plant for the welding, folding and assembling of deep-freeze cabinets. The new plant, requiring two operators only, will produce eight different types of wire basket for use in freezers, refrigerators and supermarkets.

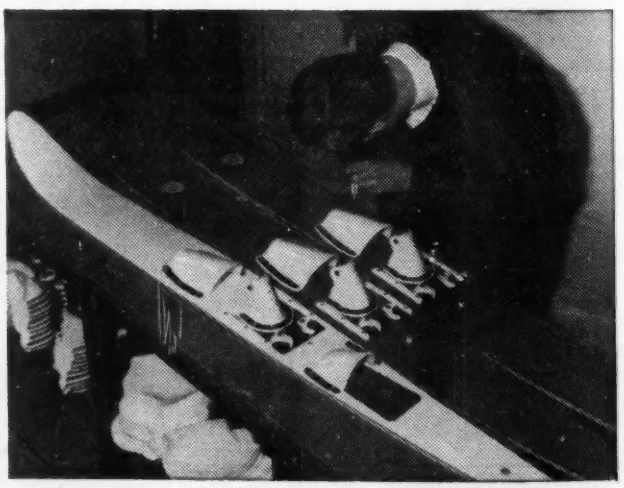
British aid for Bolivia

Powell Duffryn Technical Services, consulting engineers, have been engaged by the Ministry of Overseas Development to make a report on the exploitation of an unworked alluvial tin deposit near Catavi, 14,000ft. up in the Bolivian Andes.

The assignment stems from a request by the Bolivian Government for British technical aid. Mr. W. E. Gabbitas, a Powell Duffryn Technical Services mining engineer, is now in Bolivia. He is making a preliminary report which, if promising, will probably be followed by a full-scale feasibility study by a team of engineers from his company.

Bolivia, with production now at about 27,000 tons a year, is the world's second biggest tin producer. Current value of the metal is more than £1,300 a ton.

James Burrough Limited, distillers of Beefeater gin, have invaded Broadway, New York's theatrical and cinema centre. A massive illuminated advertising spectacular – measuring more than 50 ft. by 35 ft. – was switched-on on June 3 following detailed planning by the Kobrand Corporation, Beefeater's United States importers, and Hicks & Greist, Beefeater's United States advertising agency. Nearly two million people pass through this area each day.



Warerite decorative laminates, manufactured by BXL, are now being used by Aquair Land Sports Limited of Leeds for surfacing the top side of water skis. This is believed to be the first time that a decorative laminate has been used for this purpose. Aquair Land Sports, one of Britain's five ski manufacturers, chose Warerite mainly because of its resistance to abrasion and the wide range of Warerite colours available. More than 50 per cent of skis produced by Aquair Land Sports are exported.

Leyland's overseas orders

Recent orders worth over £100,000 for Leyland vehicles to be shipped to Iran come from the Marconi Wireless Company for their 'Project Tonic' – an operation connected with radar.

Vehicles ordered by Marconi comprise 20 Leyland Super Comet 16 models and 10 Leyland Super Hippos. The trucks, to be fitted with heavy-duty bodies by Marshalls of Cambridge, will be used as prime movers, electronic repair vehicles, personnel carriers, heavy and light stores and kit carriers.

The Leyland 680 engine is to be used to power newly designed machines for track maintenance on Indian Railways. The machines, first of their kind to be built in India, are designed to automatically align and level railway track – lifting, levelling and ballast tamping in one continuous operation. They are capable of tamping 900 sleepers an hour. The prototype is already in use and a further 11 machines are being built.

Floors for Stockholm new building

A contract for 360,000 sq. ft. of smooth floor covering has been won by Nairn International of Kirkcaldy against strong competition from flooring manufacturers in Sweden and the Continent. The order has been placed by Skanska Cement of Stockholm. The Nairn floors will be used in a new Swedish state building, now under construction, the Telestyrelsens building, which will be an administration centre for all Swedish tele-communications including television and radio.

A delegation of six Swedish businessmen connected with the order, have been on a visit to Nairn's. The party included delegates from Skanska Cement and Rami (the flooring contractors).

Yugoslavia buys maintenance platforms

At the recent Belgrade Fair, Hydraulic Machinery (Great Britain) Ltd., received a £130,000 order for 50 HY-MAC 26 hydraulic maintenance platforms. The order was placed through the HY-MAC distributor in Yugoslavia, Interpromet of Belgrade, by Agro-Makedonija of Skopje-Saraj, who will distribute the units to local authorities and contractors throughout the country.

Third Chinese order

Modern Plastic Machinery Corporation (United Kingdom) Limited of Kirkcaldy, Scotland, have received the third order this year from China for a rigid PVC plant. The three orders are worth £100,000.

The firm state that the complete plant for this process is proving popular in the export market.

Aberdare Holdings' £500,000 contract

The Malta Electricity Board has awarded South Wales Switchgear Limited – a member of the Aberdare Holdings Group – orders totalling £350,000 for equipment for the extension to the island's distribution system and power station.

A parallel order worth £160,000 was placed by Malta with the Aberdare Group's subsidiary, the Yorkshire Electric Transformer Company, for transformers in the range 500 kVA to 37.5 MVA, also for the power station extension.

Following the supply of equipment to the Government of Kuwait, the company has received further orders, worth £170,000 from the Ministry of Electricity and Water for single- and double-busbar 11 kV switchboards, together with a number of transformers.

Gas turbine export orders

Ruston Engine Division of English Electric Diesels Limited have over the past four months received export orders valued at over £1¼ million for the supply of 30 portable gas turbine units. The orders have been won against strong competition from American gas turbine manufacturers and more orders are already being negotiated. The gas turbines are Ruston type TA 1500 developing 1500 horsepower each and are to operate on an unattended basis.

$400,000 transformers order

English Electric Power Transformers Limited at Stafford have announced the third export order in two years from the Tennessee Valley Authority in the United States. The new contract, worth nearly $400,000, covers the supply of 10 power transformers for five sub-stations in Tennessee, Kentucky and Alabama for reinforcing the power distribution system of the area. They will be delivered during the middle of 1969.

This brings the total number of transformers supplied to TVA, over the past two years, to 18 units with ratings up to 400 MVA at 500 kV.

The company is also supplying power transformers for the TVA's Starkville (Mississippi) station and to the City of Los Angeles Department of Water and Power.

Japan buy oil burners

Landon Kingsway Ltd., members of the Simms Group of Companies, announce that they have received further Japanese orders to the value of £150,000 for oil burners. These orders, placed by Japanese boiler manufacturers, were gained by Mr. N. H. Ward, the firm's managing director during his recent trip to Japan. The burners are now being exported in regular batches to many countries including Australia, New Zealand, Japan, Italy, Finland, South Africa, Norway and Jordan.

Leyland exports top £2 million

During the last few weeks Leyland/Albion truck bus and special product export sales have topped the £2,000,000 mark. Most recent order is from Australia for 36 Albion Viking single-deck buses. Orders have also come from New Zealand in addition to a total of 439 vehicles being sold to 18 countries – South Africa, Kenya, Libya, Nigeria, Zambia, El Salvador, Guatamala, Guyana, Bolivia, Haiti, Jamaica, Malaysia, Laos, Singapore, Portugal, Denmark, Finland and Las Palmas.

'Liberty Bell' replicas for United States

A consignment of 2,400 replicas of the Liberty Bell which proclaimed America's independence in Philadelphia in 1776, are being sent by a London firm to the United States. The bells are cast to the original design by the Whitechapel Bell Foundry – the same firm that made the original bell in 1752 – to mark the 200th anniversary of the Declaration of Independence.

The first consignment of bells has been carried to Boston by BOAC VC10. The casting of these replicas will continue until June of 1976, when the mould will be destroyed.

Each bell, costing £315, is one-fifth the size of the original, weighs 20 pounds and stands 13½ inches high with base, and is for distribution to individuals and firms in the United States.

Norway orders new ship

Upper Clyde Shipbuilders Ltd. are to build a 10,000 gross tons passenger-cargo vessel for the Fred Olsen Lines of Norway. The Scottish company won the four million pounds sterling order in the face of competition from about a dozen other shipyards in various parts of the world.

The new ship, a larger sister ship of 'Black Prince' and 'Black Watch', will provide a regular cruise and cargo service from London to the Canaries and Madeira in winter, and during the summer will operate on the United Kingdom-Norway passenger-car ferry service. She will carry 370 cruising passengers, and in the North Sea ferry service will transport 750 passengers and 240 cars.

This contract brings the Scottish group's order book up to about £100 million. The group is also currently dealing with inquiries from 15 different countries, including Scandinavia, the Far East (to which a team is shortly to depart), the USSR (a sales team is there at this moment), Poland, the United States and South America.

The keel will be laid in the autumn at the Clydebank Division of UCS, where the QE2 is currently fitting out. Delivery to Fred Olsen lines is scheduled for early 1970.

£115,000 order

An £115,000 order for cargo gauging equipment to be installed in three l.n.g. (liquified natural gas) tankers for transporting methane has been awarded by an Italian shipyard to Dobbie McInnes Ltd. of Glasgow, a member of the Weir group of companies.

Clyde's largest cargo ship

An order worth more than £4½ million has been placed with Lithgows Ltd., members of the Scott Lithgow Group on the Lower Clyde, by a foreign subsidiary company of Anglo Norness Shipping Co. Ltd., Bermuda, for a 133,500 ton dw oil tanker to be delivered towards the end of 1969. This will be the largest cargo ship ever to be built in the River Clyde. It is almost twice the deadweight tonnage of the previous largest cargo vesels, two 75,000 ton bulk carriers, also built by Lithgows.

Fifty-eight per cent export increase

Sales of Whitlock excavators for the five months ended May 31, 1968 show an 11 per cent increase on the home market and a 58 per cent increase on the export market over the equivalent figures for 1967.

Repeat Portuguese order

Portuguese Railways in Lisbon have ordered from English Electric 27 British locomotives worth £2,700,000. Ten believed to be the most powerful diesel-electric locomotives yet ordered from the United Kingdom for export, will haul the Lisbon-Paris expresses 350 miles to and from the Spanish border. The other 17 are a repeat order following 50 of the same type worth £3,500,000 ordered in 1965.

All the 10 large locomotives in the new order will be made at Preston and Newton-le-Willows, and the 17 smaller ones by Sorefame, the Portuguese locomotive manufacturer, using engine and electrical equipment from the United Kingdom. Engines for the 27 locomotives will be supplied by English Electric Diesels and will be made at Newton-le-Willows.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export Staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED STATES

Investigation into imports of ferro alloys and related products

THE DIRECTOR of the United States Office of Emergency Planning is undertaking an investigation under Section 232 of the Trade Expansion Act, 1962, to determine whether or not ferro alloys and related products are being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security.

Interested persons wishing to submit comments are invited to do so, in writing, within 45 days of the public notice issued on June 8. A further 30 days are allowed for filing rebuttal material to such comments. Submissions should be to the Director, Office of Emergency Planning, Executive Office Building Annexe (Winder Building), Washington, DC 20504. Twenty-five copies are required.

Information about this notice may be obtained from the Commercial Relations and Exports Department, Room 423, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

Investigation into imports of certain dairy products

AT THE REQUEST of the President, the United States Tariff Commission is to conduct an investigation to determine whether certain articles are being, or are likely to be, imported into the United States under such conditions and in such quantities as to affect adversely the price support programme for milk and butterfat, or to reduce substantially the amount of products processed in the United States from domestic milk and butterfat. Specific reference has been made to the following:

(i) Milk and cream, condensed or evaporated, provided for in items 115.30, 115.35 and 115.40 of the United States Tariff.

(ii) Cheeses and cheese substitutes, including products (other than Colby) provided for in items 117.75 and 117.85 of the Tariff.

(iii) Chocolate, cocoa and confectioners' coatings, and other products provided for in items 156.20, 156.25, 156.30, 156.40, 156.45 and 156.47 of the Tariff, if containing over 5.5 per cent by weight of butterfat.

(iv) Articles provided for in items 182.92 and 182.95 of the Tariff (i.e. edible preparations not specially provided for elsewhere in the Tariff) containing over 5.5 per cent by weight of butterfat, the butter fat of which is commercially extractable, or which are capable of being used for any edible purpose for which products containing butterfat are used.

A hearing will be held in connection with the investigation in the Tariff Commission Building, 8th and E. Streets, N.W. Washington, D.C. beginning July 22, 1968. Parties desiring to appear should notify the Secretary of the Commission in writing on or before July 10, 1968. Written information and views in lieu of appearance may be submitted by interested parties and should be be lodged with the Commission not later than July 26, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

On June 11 a miniature steam engine built specially for the American market was tried out at New Malden, Surrey. The locomotive, a 7½ New York & Central Hudson, is the first of its class to be made for 'Steam Age', the internationally famous Chelsea shop which specializes in steam of all descriptions. It is a wood-burner of 1880 vintage, and has a pulling capacity of over a ton. The cost will be well over £1,000; steam engines are now important dollar earners. The picture shows Jean Kittermaster from Bideford, Devon, aboard the engine during trials.

CANADA

Importation of used vehicles, tractors and earth moving equipment

THE CANADIAN Department of Agriculture has asked the Board of Trade to remind manufacturers, dealers and agents who export used vehicles, tractors, earth moving machinery, etc., that they must comply with the Canadian plant quarantine requirements when exporting such equipment to Canada. Under the Canadian regulations all used vehicles and machinery must be thoroughly cleaned of sand, soil or earth before despatch because of the risk of introducing into Canada dangerous soil borne plant pests and diseases. A certificate or statement certifying that the cleansing operation has been carried out must be produced to the Canadian Plant Quarantine authorities. An increasing number of cases have been reported of vehicles and machinery arriving at Canadian ports carrying substantial quantities of soil, some under freshly painted surfaces, with the result that plant quarantine clearance in these cases could not be given until the vehicles had been freed of soil to the satisfaction of the Canadian authorities.

Inquiries about this notice should be addressed to Plant Health Branch, Ministry of Agriculture, Fisheries and Foods, Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-834 8511).

Export and Import Permits Act: Import Control List

THE CANADIAN GOVERNMENT have added dry buttermilk and dry whey to the list of goods requiring an import permit. The Order in Council PC 1968-995 came into effect on June 22, 1968.

COLOMBIA

Foreign exchange control

IT HAS BEEN reported by HM Embassy in Bogota that the Monetary Board has issued a resolution whereby all foreign currency transactions formerly channelled through the 'capital market' have been transferred to the 'exchange certificate market'. This resolution became effective on June 2, 1968 and is a result of the gradual increase in the quotation of the exchange certificates established by Decree 444 of March 22, 1967, which have recently been quoted at about the same as the 'capital market' rate (i.e. 16.25 pesos per US $1).

The principal modifications brought about by the resolution are:

1. Foreign exchange receipts formerly required to be sold in the capital market must now be exchanged for exchange certificates within five days after the date obtained.
2. Currency for foreign disbursements formerly received through the 'capital market' must now be acquired through purchase of exchange certificates which will be exchangeable for foreign currency in accordance with rulings to be issued. In order to be able to exchange the certificates for currency, an exchange licence must be obtained.
3. In accordance with Article 20 of Decree 444 of 1967, the Bank of the Republic is authorized to purchase (at the prevailing rate for exchange certificates at the time of purchase) foreign currencies formerly channelled through the capital market, in amounts not exceeding US $1,000, such as those negotiated by foreign tourists. (According to standing regulations the Bank of the Republic may delegate such purchases of foreign currencies to other banks.)

ARGENTINA

Prior deposits for imports

ARGENTINE CENTRAL BANK Circular No. 351 of May 23 exempts from the prior deposit requirement established by Circular No. 202 of January 8, 1965, as amended by Circular No. 223 of April 19, 1965 (see *Board of Trade Journal* of January 29, 1965, page 246, and May 7, 1965, page 1044, respectively), imports of goods which are to be used in mining exploitation.

DOMINICA

Customs tariff changes

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of the Dominica Customs Tariff. Items affected by these changes include biscuits, preserved fruits and fruit preparations, alcoholic beverages, tobacco, paints and varnishes, etc., radio and television sets, etc., furniture and clothing.

Details of these changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471), to whom all inquiries about the above notice should be addressed.

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industry and product to be Pioneer Industry and Pioneer Product under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Chemical products	Rubber-based adhesives

This notice means that it has been represented to the Minister of Finance that the development or establishment of this industry in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before July 20, 1968, of his objections and of the grounds on which they are based.

(SINGAPORE, *continued on next page*)

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The Royal Bank of Canada has the information you need at its fingertips. Facts relating to markets, sales representation, consumer preference and product distribution—all are available for the asking. Banking is our business and we know a great deal about Canada, too. Over 1,100 branches from coast to coast are at your service. Call either of our London Offices at **6 Lothbury, E.C.2. 01-606 6633 or 2 Cockspur Street, S.W.1. 01-930 7921**

Te Kooti

stopped making life difficult in New Zealand in 1872

Isn't it time you took advantage of it?

Welcoming handshakes have long since taken the place of threatening spears! Trade has flourished, but our country still needs from overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

Import control

THE SINGAPORE GOVERNMENT *Gazette* dated June 5, 1968, publishes the Prohibition of Imports (General Licence) (Amendment No. 8) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by adding the following new item: Parenteral contraceptive preparations – medroxyprogesterone acetate.

This item is now subject to special import licencing.

Notice to Traders No. 14 of 1968 further states that licences will be issued only if the import is recommended by the Director of Medical Services.

PHILIPPINES

Regulations of the Central Bank of the Philippines

DETAILS OF FIVE circulars issued by the Central Bank of the Philippines were given in the *Board of Trade Journals* dated July 21, 1967, August 4, 1967, November 4, 1967 and November 24, 1967.

The Central Bank has issued a further amendment to the above circulars, details of which are given below.

Circular No. 260

Pursuant to Resolution No. 928 of the Monetary Board adopted at its meeting held on June 11, 1968, special time deposits shall be imposed on all letters of credit opened (except items specifically mentioned in the attached list),* as follows:

Essential producer goods Essential consumer goods	50 per cent
Semi-essential producer goods	75 per cent
Non-essential producer goods Semi-essential consumer goods	100 per cent
Non-essential consumer goods Unclassified items	175 per cent

These time deposits which must be held for a period of 120 days shall have a reserve requirement of 100 per cent.

Imports under documents against payments (D/P), documents against acceptances (D/A), and open account arrangements, including those covered by perfected contracts or arrangements, valid and subsisting as of June 26, 1967, shall also be subject to the aforementioned special time deposits. These deposits shall be collected at the time of the issuance of the release certificates and shall be held for a period of 120 days. This requirement shall not apply to imports that leave their points of origin before July 1, 1968.

This Circular shall take effect immediately and shall remain in force until December 31, 1968. All other circulars, memoranda or regulations inconsistent with the provisions of this Circular are hereby amended, modified or revoked accordingly.

For the Monetary Board,
(Sgd.) ALFONSO CALALANG,
Governor.

June 11, 1968.

* A copy of the list is held by the Board of Trade.

Any inquiries arising out of this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).

SOUTHERN YEMEN

Income tax

ON JUNE 11 the Government of the People's Republic of the Southern Yemen issued a 'Special Temporary Income Tax Ordinance' applicable to employees in the private sector, which, among other things, exempts foreign workers from income tax.

Further details are available from Board of Trade, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 2221).

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated June 1, published details of the global import quotas for the six months commencing April 1. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	58,300
4	Whisky and gin	200,000
5	Sugar and confectionery	29,100
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible oils; white pepper tinned fish; miscellaneous edible preparations	894,600
7	Tobacco, raw	875,000
	Tobacco, manufactured	378,700
8	Hydraulic cements	641,200
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	4,520,600
10	Petroleum products	24,500,000
11	Pharmaceutical products, colouring matters and insecticides	1,603,700
12	Plastics materials	233,200
13	Rubber, tyres, inner-tubes, etc.	583,100
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film, sensitized exposed film; miscellaneous products of the chemical industry except insecticides	1,880,900
15 and 16	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinous)	466,200
18	Hosiery and knitted goods	40,800
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	180,000
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	1,925,000
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments, medical and surgical furniture	14,875,000
22	Tractors other than those mentioned below; tractors, tracked and wheeled	4,000,000
	Motor vehicles for the transport of persons; chassis fitted with engines for passenger-carrying motor vehicles	550,000
	Goods-carrying vehicles; special-purpose vehicles; chassis other than those for passenger-carrying vehicles; trailers;	4,500,000
	Car bodies, chassis and spare parts for vehicles included in Tariff nos. 87-01 to 87-03 inclusive	3,000,000
23	Motor-cycles	70,000
	Cycles, motor-assisted	87,500
	Cycles	23,100
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	75,800
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn and thread of man-made fibres (discontinuous); jute, raw or processed, but not spun; fishing nets; hats, hat-shapes and bodies; glass and glassware; brushware; materials for making paper, paper and paperboard and products therefrom; silk	5,530,000
	Ceramic articles other than crockery and household articles	43,700
	Synthetic or artificial woven fabrics (continuous); wool, animal or horse hair; flax and ramie	87,500

2. List of goods for which quotas are administered by the Provincial Department of Economic Affairs:

A. *General goods:* Allocated thus:

Diego-Suarez	9%	Fianarantsoa	22%
Majunga	11%	Tamatave	15%
Tananarive	32%	Tulear	11%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	233,200
3	Beer	116,600
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	784,500
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	116,600
6	Eggs and honey; tea; mate and spices; fats and oils excepting edible oils; preparations of meat, fish crustaceans, etc., of vegetables, fruits or other parts of plants; miscellaneous food preparations	700,000
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre: synthetic and artificial fibres, discontinuous; blankets	5,483,100
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	323,600
24	Silk, synthetic or artificial textiles, continuous; flax and ramie; wool, animal or horse hair	519,100

B. *Machines and appliances:* Allocated thus:

Diego-Suarez	13%	Fianarantsoa	16%
Majunga	13%	Tamatave	13%
Tananarive	32%	Tulear	13%

Quota No.	Description	Quota values (French francs) 100%
20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photocopying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	4,375,000

C. *Mineral and chemical products and miscellaneous goods:* Allocated thus:

Diego-Suarez	9%	Fianarantsoa	19%
Majunga	10%	Tamatave	12%
Tananarive	41%	Tulear	9%

Quota No.	Description	Quota values (French francs) 100%
9	Iron, cast iron, steel except kitchenware; non-ferrous metals	641,200
11	Colouring matters and insecticides	145,600
12	Plastics materials	174,900
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders except matches; perfumery products	291,500
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	1,131,200
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries; leather goods etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made textiles, continuous, except yarn of man-made fibres put up for retail sale; cotton yarn for retail sale; carpets, tapestries, velours etc.; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportswear; other ceramic products except tableware and domestic ware: miscellaneous goods	3,152,800

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1018, published in the Republic of South Africa Government *Gazette* of June 7, amends the Republic's customs tariff as follows:

Tariff heading	
Section XI	
	By the substitution for Note 10 to Section XI of the following:
	10. No paragraph.
51.04	By the deletion of sub-heading No. 51.04.30.
	By the substitution for the heading of sub-heading No. 51.04.40 of the following: Crepe fabrics and seersucker fabrics (excluding poplin), unprinted, containing more than 50% cellulosic fibres:
55.09	By the substitution for the heading of sub-heading No. 55.09.40 of the following: Crepe fabrics and seersucker fabrics (excluding poplin), unprinted:
56.07	By the deletion of sub-heading No. 56.07.30.
	By the substitution for the heading of sub-heading No. 56.07.40 of the following: Crepe fabrics and seersucker fabrics (excluding poplin), unprinted, containing more than 50% cellulosic fibres:

Note:
The definition of and provision for fabrics with a permanent embossed finish are withdrawn.
The provisions for fabrics containing more than 50% of cellulosic fibres, woven wholly or partly from coloured yarns forming check patterns or stripes and of a weight per sq. yd. not exceeding 4 ozs. are withdrawn.

(SOUTH AFRICA, *continued on next page*)

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The library opens from 9 to 5.30, Mondays to Fridays. **(Tel. 01-248 5757, Ext. 368 or Telex No. 886143).**

Customs tariff application

CUSTOMS TARIFF Application List No. 470, published in the South African Government *Gazette* of June 14, contains an application to the Board of Trade and Industries for increase in duty on acoustic tiles of slag wool, from free of duty to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1243/68.

Import control

DETAILS WERE GIVEN in the *Board of Trade Journal* of January 12, 1968 of the South African Import Control Regulations for 1968, and of the issue of initial allocations to merchant importers of raw materials, capital plant and equipment of an f.o.b. price not exceeding R1,000 per single unit, consumer goods and general merchandise, totalling 75 per cent of 1967 permit issues.

A copy has now been received from Pretoria of an announcement by the South African Minister of Economic Affairs for a 'second round' allocation of permits for these goods, representing 25 per cent of 1967 issues, bringing the total allocations for the current year to the same level as for 1967. The position will be reviewed later in the year.

The present policy with regard to raw materials for industry will be maintained, and their full requirements will progressively be provided for. The existing policy of control, based on end-use, in connection with capital plant and equipment of an f.o.b. price for single unit exceeding R1,000 will be maintained.

Dumping duty

GOVERNMENT NOTICE R1019, published in the Republic of South Africa Government *Gazette* of June 7, amends the Dumping Duty Schedule to the Customs and Excise Act as follows:

Item	Tariff Heading and Description	Rebate Items	Territories
215.10	By the insertion after paragraph (3) of tariff heading No. 82.01 of the following: (4) Forks	401	Austria, Poland, Spain, UK, W. Germany

Note: Provision is made for an ordinary anti-dumping duty on agricultural forks if imported from or originating in the Federal Republic of Germany and the Western Sectors of Berlin, Poland, Austria, Spain and the United Kingdom of Great Britain and Northern Ireland. The dumping duty imposed also applies to imports effected under rebate of duty facilities.

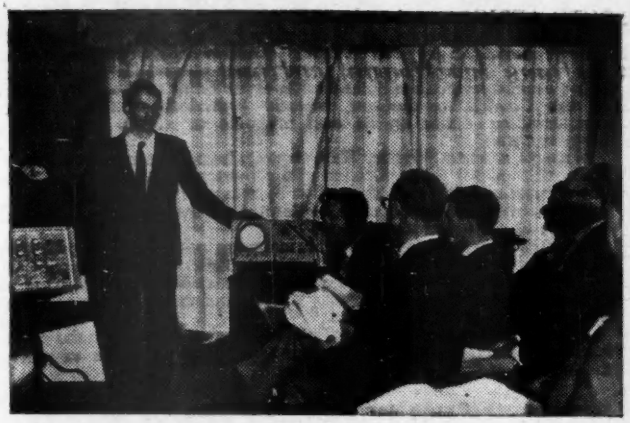
ALGERIA

Suspension of customs duties

THE ALGERIAN *Journal Officiel* of May 24, 1968, announced that Customs duties had been suspended as from that date on certain goods of the following tariff headings:

11-08, 13-03, 15-04, 15-05, 15-11, 15-14, 15-16, 16-03, 17-02, 18-04, 22-09, 25-27, 28-02, 28-05, 28-06, 28-08, 28-09, 28-10, 28-13, 28-16, 28-17, 28-18, 28-19, 28-30, 28-33, 28-36, 28-37, 28-38, 28-39, 28-40, 28-42, 28-45, 29-02, 29-04, 29-05, 29-08, 29-11, 29-13, 29-14, 29-15, 29-16, 29-19, 29-23, 29-24, 29-25, 29-26, 29-31, 29-32, 29-35, 29-36, 29-37, 29-38, 29-39, 29-42, 29-43, 29-44, 32-04, 32-05, 33-01, 33-03, 33-04, 33-05, 34-02, 34-04, 34-07, 35-03, 35-04, 35-06, 38-03, 38-09, 38-19, 39-02, 39-03, 39-06.

The full French text of this notice may be consulted at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475), to whom all inquiries should be addressed.



The first of a series of 'teach-ins' for overseas sales agents held by AIM Electronics of Cambridge. By inviting the representatives to regular four-day training courses, AIM hopes to 'woo' its agents, who also represent other overseas companies, into making a maximum effort for the company. The managing director Mr. Jeremy Prosser is pictured opening the first course at the company's new £30,000 teaching laboratory in Cambridge. Agents from Australia, South Africa, France and Holland, attended the course.

A comprehensive tour of the United Kingdom during the next three months, then over to Europe is the programme for the demonstration vehicle recently brought into operation by Delapena Honing Equipment Limited, a subsidiary of the David Brown Corporation. Specially designed and built by Tom Byatt (Engineers) Limited, of Stoke-on-Trent, the vehicle is part of an extensive campaign to increase export sales of honing equipment and the initial tour of Europe will include visits to France, Germany, Italy and Switzerland.

ZAMBIA

Import licensing: correction

IN A NOTICE published in the *Board of Trade Journal* of June 21, page 1894, details were given of Zambia's Statutory Instrument No. 222 of 1968. It is regretted that item (22) was incorrect. This should read as follows:

(22) Rubber tyres and tubes ex Item 260 of the Customs Tariff.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

ISRAEL

Tariff amendments

A NOTICE of extensive amendments to the Israeli Tariff appeared in the *Board of Trade Journal* of June 21, 1968. The Board of Trade has now heard that the reduction of duty on 523 items will not come into operation until October 1, 1968.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

GREECE

Meat and poultry production

A ROYAL DECREE has been published through the Greek Ministry of Agriculture concerning the production of meat and poultry, the text of which is as follows:

(i) The distribution for consumption of animal meat or poultry of home and foreign origin on which oestrogenic substances have been used is prohibited.

(ii) 'Use of oestrogenic substances' is intended to cover the introduction of such substances in any way into the organism of animals or poultry (injection, implantation) or the giving of such substances to animals or poultry either unmixed or mixed with their food or with other substances with a view to influencing the production and the quality of the meat and fat.

All inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482 and 467).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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EUROPEAN ECONOMIC COMMUNITY

Anti-dumping regulations in the EEC

THE *Board of Trade Journal* dated May 3, 1968 (page 1385) contained an announcement about Regulation (CEE) No. 459/68 concerning measures to be taken by the European Economic Community against dumping, bounties or subsidies. The following is a translation of this Regulation. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French, German, Italian and Netherlands languages.

REGULATION (EEC) No. 459/68 OF THE COUNCIL OF APRIL 5

on protection against dumping, bounties or subsidies practised by non-member countries of the European Economic Community

THE COUNCIL OF THE EUROPEAN COMMUNITIES

Having regard to the Treaty setting up the European Economic Community, and in particular Articles 111, 113 and 227 thereof;

Having regard to Regulations Nos. 160/66/EEC (1), 189/66/EEC (2) and 170/67/EEC (3), together with the Regulations on the common organization of the markets in agriculture, and in particular the provisions of those Regulations which allow for derogation from the general principle of replacing all frontier protection measures simply by agricultural levies or by the taxes provided for in Regulations Nos. 160/66/EEC and 170/67/EEC.

Having regard to the proposal of the Commission;

Whereas, after the end of the transitional period, the common commercial policy must be based on uniform principles and whereas the putting into effect of that policy presupposes its progressive establishment during the transitional period; whereas, by its decision of September 25, 1962 the Council established a programme of action in the matter;

Whereas protective measures against bounties, premiums or subsidies practised by non-member countries of the EEC represent an important element in common commercial policy;

Whereas the law of Member States in this field varies considerably and the Community, as such, does not as yet have the necessary legal machinery for the adoption of efficient protective measures;

Whereas it is nevertheless essential for the harmonious development of the Community's external trade, that uniform protective measures should be established in order to remedy the difficulties raised by dumping, bounties or subsidies efficiently and without delay, the mere existence of such measures being likely to constitute a restraining influence in trading relations between the EEC and non-member countries;

Whereas, consequently, it will be necessary from now on to make common provisions in this matter;

Whereas, taking into account the international undertakings of the Community and its Member States, the present Regulation must be made in the light of the rules laid down in Article VI of the General Agreement on Tariffs and Trade and in the Agreement on the implementation of that Article;

Whereas, in their respective spheres of action, the Community and its Member States must nevertheless maintain the freedom which they have at present to adopt special measures when this does not run counter to their contractual obligations under the GATT code;

Whereas dumping, bounties and subsidies are practices which may also concern agricultural products and products derived therefrom, and it is therefore necessary, in addition to the import system generally applicable to such products, to provide for the possibility of recourse to protective measures against those practices;

Whereas, anyone acting in the name of a Community industry which feels itself adversely affected or threatened by dumping, bounties or subsidies, must have the opportunity to make a formal complaint; whereas such complaint must comply with certain conditions including, in particular, some outline of evidence tending to prove the practice of dumping, bounties or subsidies and the injury resulting therefrom;

Whereas, in the Community interest, it is important that Member States and the Commission should keep each other as fully informed as possible regarding formal complaints and also regarding the steps taken by the competent authorities against the practices in question;

Whereas examination of the facts at Community level must be effected through close and constant co-operation between Member States and the Commission;

Whereas any such proceedings must be publicized, *inter alia* by a notice in the *Journal Officiel des Communautés Européennes*, in order to warn foreign exporters and Community importers of the possible adoption of protective measures and in order to expedite examination of the facts;

Whereas on the basis of information exchanged it is essential to proceed to the consideration at Community level and with the guidance of an Advisory Committee, of appropriate protective measures and whereas it is for the Commission to submit the necessary proposals to the Council;

Whereas experience has shown that the practice of dumping, bounties or subsidies may in certain cases call for urgent protective measures and, consequently, the Community must be able to provide appropriate protection during the relatively long delay which may be necessary before the fact-finding is completed;

Whereas, consequently, as a precaution a speedier procedure than normal should be provided in order to deal with unforeseen practices and whereas the need for speed and efficiency justifies the Commission's being enabled exceptionally, and without prejudice to the final decision of the Council, to institute urgently provisional anti-dumping or countervailing duties on its own initiative or at the request of a Member State;

Whereas, where a Member State requests immediate action and where the conditions for the application of a provisional duty are fulfilled, the period within which the Commission by means of the urgent procedure must establish such duty, must be limited to five working days from the time of receipt of that request;

Whereas it is indispensable to fix common rules for the application of anti-dumping or countervailing duties, in order to ensure precise and uniform collection thereof, and whereas the said rules, having regard to the nature of those duties, may differ from the rules for collection of normal import duty;

Whereas during the transitional period Member States have the power, subject to certain conditions, to take appropriate measures to protect the interests of their national industries;

HAS ADOPTED THIS REGULATION:

Article 1

(1) The provisions of this Regulation shall apply for protection against dumping, bounties or subsidies on the part of non-member countries of the Community, without prejudice to the special rules laid down in the agreements concluded between the Community and such countries.

(2) Except where this is at variance with the obligations contracted under the GATT code, the provisions of Articles 2 to 5 and 22 to 24 shall not preclude the adoption of special measures.

(3) This Regulation shall apply to all products. It shall not preclude either the application of Community Regulations in relation to agriculture or the application of Regulations Nos. 160/66/EEC, 189/66/EEC and No. 170/67/EEC. The provisions of this Regulation may be applied in addition to those of the said Regulations and by way of derogation from any provisions of these Regulations which tend to preclude the application of anti-dumping or countervailing duties.

I

Dumping and anti-dumping duties

Article 2

(1) An anti-dumping duty may be applied to any dumped product if its introduction into the Community market causes or threatens to cause material injury to an established Community industry, or materially retards the establishment of a Community industry planned for the near future.

(2) In this Regulation, the term 'injury' used without qualification, shall mean the three eventualities described above.

Article 3

(1) (a) A product introduced into the Community market shall be treated as having been dumped when its export price to the Community is less than the comparable prevailing price in the normal course of trade for the like product, as defined in Article 5, destined for consumption in the country of origin from which the product was exported.

(b) When a product is not imported direct from the country of origin, but is exported to the Community from an intermediate country, the comparison of prices for the purpose of deciding whether there has been dumping within the meaning of this paragraph shall as a general rule be made between the export price of that product to the Community and the comparable price of the like product on the domestic market of the exporting country. However, the comparison may be made with the said price in the country of origin if, for example, the product is transhipped through the exporting country or if there is no producing industry of that product or no comparable price in the exporting country.

(2) Where there are no sales of the like product in the ordinary course of trade on the domestic market of the exporting country or where, because of the particular market situation, such sales do not permit a valid comparison, a product shall be deemed to have been dumped when its export price to the Community is less than:

the comparable price of the like product exported to a third country, such price being the highest export price, but nevertheless a representative price; or

the cost of production in the country of origin, plus a reasonable amount for administration, selling and other costs and for profits; as a general rule, the allowance for profits should not exceed the usual profit on sales of products substantially of the same kind on the domestic market of the country of origin.

(3) Where there is no export price, or where it appears that the export price is not a reliable one on account of the existence of an association or compensation arrangement between the exporter and the importer

or a third party, the export price may, for the purpose of the application of paragraphs 1 or 2, be constructed on the basis of the price at which the imported product is resold for the first time to an independent buyer or, if the product is not resold to an independent buyer or is not resold in the state in which it was imported, on any reasonable basis.

(4) (a) The comparison between, the export price on the one hand, and, the domestic price in the country of origin or the country of export or, where necessary, the export price to a third country or the production costs referred to in paragraph 2, on the other hand shall be made by reference to the prices ruling at the same level of trade (in principle the ex-factory level), and to sales effected as close to the same date as possible.

(b) Due allowance shall be made in each case on its merits for differences in conditions of sale, differences in taxation and other differences affecting price comparability. In the cases referred to in paragraph 3, account must also be taken of the costs and profits occurring between import and resale.

(5) A product shall not be considered as being dumped by reason only of the fact that it is exempt from duties or taxes which are imposed on the like product when destined for consumption in the country of origin or export or by virtue of the repayment of such duties or taxes.

(6) In the case of imports from a country where trade is subject to a total or almost total monopoly and where domestic prices are fixed by the State, account may be taken of the fact that an exact comparison between the export price of a product to the Community and the domestic prices in that country may not always be possible, since in such cases, determination of the comparability of prices may present special difficulties.

(7) The margin of dumping shall be taken as being the price difference determined in accordance with the foregoing provisions.

Article 4

(1) (a) A finding of injury shall be made only when the dumped imports are demonstrably the principal cause thereof. For the purpose of determining whether there has been injury there shall be taken into consideration, on the one hand, the consequences which have arisen from the dumping and, on the other hand, all the other factors taken together which may have an unfavourable effect on the Community industry.

(b) A finding that a threat of injury exists shall be based on fact and not on mere allegations, conjectures or remote possibilities. The change in circumstances which might create a situation where dumping would cause injury must be clearly foreseen and imminent.

(2) Assessment of injury shall be based on an examination of all factors influencing the state of the industry concerned, such as: developments and prospects with regard to turnover; share of the market; profits; prices (including the extent to which the delivered duty paid price of the product is lower or higher than the most representative comparable price of the like product, in the normal course of trade in the Community); export performance; employment; the volume of dumped and other imports; the degree of utilization of the Community production capacity; productivity and any restrictive trade practices. No single one nor even several of these criteria shall necessarily constitute conclusive grounds for a decision.

(3) In order to establish whether the dumped imports are causing injury, all the other factors shall be examined which, individually or together, may have an adverse effect on the Community industry. The factors to be considered are, among others: the volume and prices of undumped imports of the product in question; competition between Community producers themselves; contracting demand due to the substitution of other products or to changes in consumer taste.

(4) The effect of the dumped imports shall be measured in relation to the production of the like product in the Community when the available data allow the separate identification of that product on the basis of such criteria as: production process, producers' output realizations, profits. When production of the like product in the Community cannot be identified by these criteria, the effect of the dumped imports shall be assessed by examining the narrowest group (or range) of products containing the like product for which the necessary information can be obtained.

(5) (a) For the purposes of the application of this Regulation, the expression 'Community industry' shall mean all producers of the like products in the Community, or those of them whose collective production constitutes a major proportion of the total Community production of those products; however:

- where producers are also importers of the allegedly dumped product, the expression 'Community industry' may be interpreted as referring only to the other producers,
- in exceptional circumstances the Community may, with respect to the industry in question, be divided into several competitive markets and the producers in each market may be considered as representing a Community industry if, because of transport costs, all the producers in such a market sell all or virtually all of their production of the product in question on that market and when none, or only a small quantity, of the product in question produced elsewhere in the Community is sold there, or if special trading conditions exist at the regional level which give to the producers in such a market the same degree of isolation from the rest of the industry, subject, however, to the reservation that in such circumstances injury may not be found unless it affects the whole or virtually the whole of the production of that product on the market so defined.

(b) The provisions of paragraph 4 shall apply to this paragraph.

Article 5

For the purposes of the application of this Regulation the expression 'like product' shall mean an identical product, that is to say one resembling in all respects the product under consideration or, in the absence of such a product, another product whose characteristics closely resemble those of the product under consideration.

Article 6

(1) All persons or legal entities and all associations which do not have legal personality, acting in the name of a Community industry which considers itself injured or threatened by dumping, may bring a complaint in the conditions described hereinafter. This complaint shall be submitted in writing.

(2) (a) The complaint may be addressed to each of the Member States in which there is a Community industry of the product in question, regardless of which Member States is affected by the dumping complained of. A copy of the complaint shall be addressed to the Commission by the Member State receiving it.

(b) If the Commission receives a formal complaint it shall forward it without delay to the Member States.

Article 7

The complaint shall contain:

(a) a description of the allegedly dumped product;
(b) an indication of the country of export;
(c) as far as possible, an indication of the country of origin and of the producer and exporter of the product concerned;
(d) an outline of the evidence tending to prove both the dumping and the consequent injury to the industry which feels itself injured or threatened.

Article 8

(1) When a Member State finds that a complaint contains the particulars referred to in Article 7, it shall at once inform the Commission of this fact and shall forward to the Commission any other information which it may consider necessary to the examination of the facts at Community level.

(2) When, in the absence of a complaint, a Member State is in possession of sufficient evidence in respect both of dumping and of consequent injury to a Community industry, it shall immediately forward such evidence to the Commission.

(3) The Commission shall forthwith send the information referred to above to the other Member States.

Article 9

When a Member State finds that the complaint does not contain the particulars referred to in Article 7 or when the margin of dumping, the volume of dumped imports, whether actual or potential, or the prejudice is negligible, it shall inform the Commission thereof. The latter shall immediately advise the other Member States. If, within a period of 10 working days from the date on which the Commission was informed, the latter has not expressed any objections, either at the request of a Member State or on its own initiative, the complaint shall be dismissed without delay by the Member State to whom it was sent, or by the Commission if the latter has received a request in accordance with paragraph 2 (b) of Article 6; in other cases, paragraph 1 of Article 10 shall apply.

Article 10

(1) On receipt of the information referred to in Article 8 (1) or (2), or as soon as objections have been expressed to the dismissal of a complaint by virtue of Article 9, the Commission, in collaboration with Member States, shall immediately undertake an examination into the facts at Community level, in accordance with the provisions of this Article. The examination shall deal with both dumping and with injury simultaneously.

(2) Where the information received by the Commission shows that defence measures against dumping might be necessary the Commission, notwithstanding that the examination of the facts is in progress, shall officially advise the representatives of the exporting country and the exporters and importers known to be interested. At the same time the Commission shall publish a notice in the *Journal Officiel des Communautés Européennes*, describing the product in question and the country of origin or the country of export, as the case may be. The notice should also state that all information relevant to the matter may be communicated to the Commission and should fix the period within which interested parties may express a wish to be heard by the Commission in accordance with the provisions of paragraph 6.

(3) (a) In the performance of the duty assigned to it by virtue of paragraph 1, the Commission may obtain all necessary infor-

(*Continued on next page*)

EEC, *continued*

mation from importers, exporters, traders, producers, groups and trade organizations.

(b) When the Commission submits any such request for information, it shall at the same time send a copy of the request to the Member State on whose territory the addressee carries on his business.

(4) The Commission shall make available to the complainant and to the importers and exporters known to be interested, and to the representatives of the exporting country, all relevant information for the protection of their interests, which is not confidential within the meaning of Article 11 and which the Commission is using its anti-dumping investigation.

(5) (a) In order to reach a proper determination of the margin of dumping and of the injury, the Commission may request Member States:
to supply it with information,
to undertake all necessary verifications and checks, in particular with regard to Community importers, traders or producers,
to undertake investigations in non-member countries of the Community; in order to check the information provided or in order to complete this information in the enterprises concerned, these investigations shall be subject to the agreement of the latter and provided that, on being officially informed, the Government of the country in question raises no objections.

(b) Member States shall take all necessary steps to give effect to the Commission's requests. They shall forward to the latter the information requested together with the results of any verifications, checks or inquiries undertaken.

(c) The Commission shall forthwith send this information to the other Member States.

(d) The Commission's agent may, at its request or at the request of Member States in the exercise of their functions.

(6) (a) The Commission may hear the interested parties. The latter must be heard when they have made a request in writing, for a hearing within the period fixed in the notice published in the *Journal Officiel des Communautés Européennes*, and have shown that they may be directly interested in the result of the examination of the facts. In such a case the Commission shall afford them an opportunity of making their point of view known in writing within the time-limit fixed. Furthermore, it shall give to the parties directly interested who have so requested in writing, an opportunity to express their point of view orally, if the extent of their interest justifies this.

(b) Furthermore, to allow the confrontation of arguments for and against, the Commission shall on request give the parties directly concerned an opportunity to meet. In providing this opportunity, it shall take into account the need to safeguard the confidential nature of the information and the convenience of the parties. No party shall be obliged to attend a meeting and its non-attendance shall not be prejudicial to its case.

(7) (a) The provisions of this Article shall not preclude either the Council or the Commission from taking preliminary decisions, or from deciding promptly on the application of provisional measures by virtue of Article 15.

(b) Where an interested party does not communicate the necessary information or where the Government of a non-member country of the Community objects to the holding of an investigation within the meaning of paragraph 5 (a) on its territory, final conclusions may be arrived at on the basis of the evidence available.

Article 11

(1) Information received in pursuance of this Regulation may be used only for the purpose for which it has been requested.

(2) The Council, the Commission and Member States together with their agents shall not, except on the express authority of the party supplying the information divulge any information received pursuant to this Regulation, which by its nature is confidential or which was supplied in confidence by a party to an anti-dumping investigation.

(3) However, when it appears that a request for confidential treatment is not justified and the person supplying the information is unwilling to make it public or to authorize it to be divulged either in general terms or in an abridged form, the information in question may be disregarded, unless it can be shown convincingly and from a reliable source that the information is accurate.

(4) The provisions of paragraphs 1 to 3 shall not preclude the publication of general information pursuant to Article 10 (2), and of the reasons for measures taken in pursuance of this Regulation. Such publication must take into account the legitimate interest of the interested parties in not having their commercial secrets divulged.

Article 12

(1) Consultations may take place at any time. They shall be opened immediately at the request of a Member State, or on the initiative of the Commission.

(2) Consultations shall be held within an Advisory Committee, hereinafter called the 'Committee', composed of representatives of each Member State and with a representative of the Commission as chairman.

(3) The Committee shall meet when convened by its Chairman. The latter shall communicate all necessary information to Member States as promptly as possible.

Article 13

The consultations shall in particular cover:

(a) the existence and the margin of dumping;
(b) the reality and extent of the injury;
(c) the appropriate measures, having regard to all the circumstances, to remedy the effects of dumping, and the methods for putting such measures into effect.

Article 14

(1) (a) When, as a result of the consultations referred to in Article 13, defence measures prove to be unnecessary and if no objection has been expressed in this respect within the Committee, the proceedings shall be closed. In other cases the Commission shall immediately submit to the Council a report on the result of the consultations together with a proposal that the proceedings be closed. When the Council, by a qualified majority, approves the proposal of the Commission, the proceedings shall be closed. The same shall apply where the Council does not make a decision within a period of one month or does not, by a qualified majority, invite the Commission to make a further examination into the facts.

(b) The Commission shall inform the representatives of the exporting country and the parties directly interested of the closure of proceedings; it shall notify them of the reasons for this and the criteria adopted. Save in special circumstances it shall immediately publish the closure in the *Journal Officiel des Communautés Européennes* if notice has been published therein in pursuance of Article 10 (2).

(2) (a) The provisions of the foregoing paragraph shall apply equally when, during the examination of the facts, the exporters undertake voluntarily to revise their prices so as to eliminate the margin of dumping, or to cease exporting the product concerned to the Community, provided that the Commission, after hearing the opinions expressed in the Committee, considers such a solution to be acceptable.

(b) Where the Commission, in accordance with the provisions of the foregoing paragraph, accepts the undertaking referred to therein, investigation of the injury shall nevertheless be completed if the exporters so request or if after hearing the opinions expressed in the Committee the Commission so decides. If the Commission, after hearing the opinions expressed in the Committee, decides that injury does not exist, the undertaking given by the exporters confirm that it shall remain in force.

(c) Exporters may abstain from giving any undertaking referred to above or refuse to give such an undertaking even though invited to do so by the Commission, without this prejudicing their case. However, the Commission shall be free to decide whether a threat of injury is more likely to occur if the imports continue to be dumped.

Article 15

(1) (a) Where preliminary examination of the facts shows that there is dumping, and where there is sufficient proof of injury and the interests of the Community call for immediate action, the Commission, shall, at the request of a Member State or on its own initiative:
determine, having regard to the provisions of Article 19 (3) and as a provisional anti-dumping duty, the amount of the security to be deposited whose collection will depend on the subsequent decision of the Council under Article 17;
indicate the products covered by such a measure according to the specifications required by Article 20;
declare that these products may be made available for consumption in the Community only after provision of security to the above mentioned amount.

(b) The Commission shall take such a provisional measure after hearing the opinions expressed in the Committee or, in case of extreme urgency, after informing Member States. In this latter case consultations shall take place within the Committee not more than ten days after notification of the Commission's decision to Member States.

(c) In cases where immediate action by the Commission has been requested by a Member State, the former shall decide, within a maximum of five working days from receipt of the request, whether a provisional anti-dumping duty should be imposed. If the Commission does not give effect to such a request from a Member State, it shall communicate its decision to the Council without delay, which may make a different decision by a qualified majority. The decision of the Commission not to impose a provisional duty shall not preclude the imposition

of such a duty at a later date, either at the request of a Member State, if new factors arise, or on the initiative of the Commission.

(2) (a) Without prejudice to the provisions of Articles 16 and 18, the provisional measures shall continue to apply until the coming into force of a Council Decision made pursuant to Article 17 and at the most for three months.

(b) After the period of validity of these measures has expired, the security shall be released in so far as the Council does not decide, in accordance with Article 17, on final collection of the amount deposited. When, by virtue of Articles 16 or 18, the provisional duty is cancelled or reduced with retrospective effect, the excess security obtained shall be released as quickly as possible.

Article 16

(1) The Commission shall forthwith communicate to the Council its decision to institute provisional measures. The Council shall confirm such measures by a qualified majority or come to a different decision. The duration of application of the Council's decision may not exceed three months from the time when the provisional measures adopted by the Commission come into force.

(2) Not more than one month before the expiration of the period of three months referred to in Article 15 (2) (a) the Commission, without prejudice to the provisions of Article 18, shall submit a proposal to the Council, either for Community action within the meaning of Article 17 or, if the exporters and the importers so request and if examination of the facts has not yet been completed for the extension of the provisional measures for not more than three months. In the latter case, the Council must act by a qualified majority.

Article 17

(1) Where the definitive examination of the facts leads to the conclusion that there is dumping and injury, and where Community interests call for Community action, the Commission shall after hearing the opinions expressed within the Committee submit a proposal to the Council. Any such proposal shall also deal with the questions referred to in paragraph 2.

(2) (a) The Council shall act by qualified majority. When Article 15 (1) has been applied, the Council shall determine, subject to the provisions of Article 15 (2), to what extent the security deposited as provisional duty shall be finally collected.

(b) Final collection of that amount may not be decided upon unless examination of the facts leads to the conclusion that there is material injury and not merely the threat of material injury or material retardation in the establishment of an industry, or that such injury would have been caused if the provisional measure had not been taken.

Article 18

(1) (a) During the period while the measures referred to in Articles 15, 16 and 17 are in force, on the application of a Member State or on the initiative of the Commission consultations shall be held within the Committee for the purpose of:
examining the effects of the above-mentioned measures, and confirming that the conditions for their application are fulfilled.

(b) For this purpose, suppliers or importers of the product in question may submit an application, together with supporting information, to a Member State or to the Commission. The Member State receiving any such application shall communicate it to the Commission, who shall inform the other Member States. If the Commission receives an application, it shall inform the other Member States thereof.

(2) Where after hearing opinions expressed in the Committee, the Commission decides that such measures should be repealed, altered or annulled:

(a) so long as the Council has taken no steps in pursuance of Articles 16 or 17, it shall itself amend, revoke or annul the measures being applied by virtue of Article 15 forthwith and shall immediately report this to the Council; the latter may, by a qualified majority, come to a different decision;

(b) in other cases, it shall propose to the Council either that the measures in force by virtue of Articles 15 or 16 be amended, repealed or annulled, or that the measures in force by virtue of Article 17 be amended or repealed. The Council shall decide thereon by a qualified majority.

Article 19

(1) Anti-dumping duties, whether provisionally or definitively applied, shall be instituted in the form of Regulations.

(2) (a) Without prejudice to the provisions of Article 17 (2), such duties may not be instituted or increased with retrospective effect.

(b) They shall apply to all the products specified in the Decision of the Council or the Commission which after entry into force of the Decision are declared to be available for Community consumption. For that purpose, the crucial date shall be that on which the customs authorities accepted the document showing the willingness of the declarant to make the said products available for consumption.

(c) Where a product is imported into the Community from several countries, duty at an appropriate amount shall be imposed without discrimination on all imports of that product found to be dumped and causing injury.

(3) The amount of a definitive or provisional anti-dumping import duty must not exceed the dumping margin found or, when a provisional duty is being instituted the provisional dumping margin found; it must be less than the dumping margin if a lower duty would be sufficient to remove the injury.

(4) (a) Where an importer can prove that the products which he has introduced into the Community market were not dumped and where the actual margin of dumping is less than that on which the decision of the Council or the Commission was based, the anti-dumping duties collected on the products shall be returned to him in whole or in part; in the case of provisional measures, the securities shall be released under the same conditions.

(b) For this purpose, before the expiration of a period of three months from the date on which such products were made available for consumption, the importer may submit an application to the Member State on whose territory the products have been made available for consumption. The Member State shall send the application to the Commission as soon as possible, together with an opinion on its merits. The Commission shall immediately inform the other Member States. If, within one month after receipt of this information, the Commission has not expressed any objection on its own initiative or on the application of another Member State, the Member State in question may decide the matter in accordance with the opinion which it has communicated to the Commission. In other cases, after hearing opinions expressed in the Committee the Commission shall decide whether and to what extent the Member State should give effect to the application.

(5) After application of the second indent of Article 4 (5) (a) and after hearing the opinions expressed in the Committee, the Commission shall offer exporters the opportunity of ceasing dumping in the competitive market under consideration. Where in such cases a satisfactory assurance is given without delay, the Commission shall not take provisional measures and shall not submit a proposal of the kind provided for in Article 17. Where on the other hand such an assurance is not given promptly or is not fulfilled, the Commission may institute a provisional duty or propose the institution of a definitive duty for the whole of the Community.

(6) Anti-dumping procedure shall not preclude the customs clearance of the product concerned.

Article 20

(1) The description of products covered by the measures laid down in the foregoing Articles shall include the following information:
(a) tariff specification
(b) trade name
(c) country of origin or export
(d) supplier

(2) If several suppliers from the same country are involved and if, for practical reasons, it is not possible to name them all, the products may be described according to the specifications referred to in (a), (b) and (c) of the foregoing paragraph. If several suppliers belonging to several countries are involved the products may be described, in addition to the specifications referred to in (a) and (b), by reference to all the suppliers involved, or if that is not practically possible, to all the supplying countries involved.

(3) In the absence of special provisions made at the time of the institution of any definitive or provisional anti-dumping duty, the rules regarding the normal definition of origin and also the relevant normal provisions for their application shall apply.

Article 21

Anti-dumping duties shall be levied by Member States in the form, at the rate and according to the other factors fixed at the time of their establishment, independently of customs duties, taxes and other charges normally payable on imports.

II

Bounties, subsidies and countervailing duties

Article 22

Products benefiting from a bounty or subsidy in the country of origin or export may be subject to a countervailing duty, if their introduction into the Community market causes or threatens to cause material injury to an established Community industry or if it materially retards the establishment of a Community industry. The provisions of Article 3 (5) shall apply, *mutatis mutandis*.

Article 23

The amount of any definitive or provisional countervailing duty must not be greater than the estimated amount – or in the case of a provisional duty the provisionally estimated amount – of the bounties or

(*Continued on next page*)

EEC, *continued*

subsidy granted directly or indirectly in the country of origin or export for the manufacture, production or export of the product concerned, including any special subsidy granted for the transport of the said product.

Article 24

No product may be subject at one and the same time to anti-dumping duties and countervailing duties designed to remedy the same situation resulting from dumping or the granting of a bounty or subsidy.

Article 25

The provisions of Articles 6 to 21 shall apply *mutatis mutandis* to this heading.

III

Provisions applicable during the transitional period

Article 26

The following rules shall apply during the transitional period.

(1) Where the interests of a Community industry are concerned or where the product is subject to a common organization of the market in the agricultural sector or to Regulations Nos. 160/66/EEC, 189/66/EEC and 170/67/EEC, the provisions of Headings I and II shall apply.

(2) In all other cases, each Member State may take such measures which it judges appropriate to protect a national industry. The provisions of Article 1, (1) and (2), Articles 2 to 5 and Article 22 shall apply *mutatis mutandis*. Furthermore the procedure laid down in paragraphs 3 to 12 shall be applied.

(3) A formal complaint may be brought in the name of any national industry which may feel itself to be injured or threatened by dumping. The provisions of the last sentence of Article 6 (1) and Article 7 shall apply.

(4) Where the complaint contains the elements specified in Article 7 or where in the absence of a complaint, a Member State is in possession of evidence in respect both of dumping and of consequent injury to a national industry that Member State shall proceed to examine the facts at national level. The rules laid down in paragraphs 2, 4, 6 and 7 of Article 10 and in Article 11 shall apply *mutatis mutandis*.

(5) (a) Examination of the facts at national level shall be brought to a close without delay as soon as the Member State is convinced that the evidence relating either to dumping or to injury is not sufficient to justify continuation of the proceedings. Examination of the facts shall be closed immediately if the margin of dumping, the volume of actual or potential dumped imports or the injury are negligible. Such closure shall be made public where a notice has been published in pursuance of paragraph 4.

(b) The provision of the foregoing paragraph shall apply equally when the exporters undertake voluntarily to revise their prices so as to eliminate the dumping margin, or to cease exporting the product concerned to the Member State, provided that the latter finds this solution acceptable.

(c) Where in accordance with the foregoing paragraph the Member State accepts the undertaking referred to therein, investigation of the injury shall nevertheless be completed if the exporters make an application to that effect or if the Member State so decides. If it is decided that no injury exists, the undertaking given by the exporters shall automatically lapse, unless the exporters confirm that it shall remain in force. The provisions of Article 14 (2) (c) shall apply *mutatis mutandis*.

(6) (a) Where preliminary examination of the facts shows that dumping exists, and where there is sufficient evidence of injury and the national interests necessitates immediate action, the Member State may:

determine, having regard to the provisions of Article 19 (3) by way of a provisional anti-dumping duty the amount of the security to be deposited whose final collection shall be determined by the subsequent decision made in pursuance of paragraph 7 (b),

indicate the products covered by that measure according to the specifications required by Article 20,

make the furnishing of the above-mentioned security a condition of these products being made available for consumption.

(b) Without prejudice to the provisions of paragraph 12, the provisional duties instituted pursuant to this paragraph shall remain in operation until the coming into force of a decision taken pursuant to paragraph 7 and at most for a period of three months or, if the Member State so decides on an application by the exporters and importers, for a maximum period of six months.

(c) After the period of validity of the provisional duties has expired, the security shall be released to the extent that the Member State has not decided, in accordance with the following paragraph, on the definitive collection of the amount of the security. Where the provisional duty is annulled or reduced with the retrospective effect, the excess security obtained shall be released as quickly as possible.

(7) (a) Where examination of the facts leads to the definitive conclusion that there has been dumping and injury to a national industry and where the national interests necessitate defence measures, the Member State may decide to impose an anti-dumping duty.

(b) Where paragraph 6 has been applied the Member State shall determine, in its decision referred to in the foregoing paragraph, to what extent the amount of the security deposited by way of provisional duty shall be definitively collected.

The provisions of Article 17 (2) (b) shall apply *mutatis mutandis*.

(8) (a) The Member State shall inform the representatives of the exporting country and the parties directly concerned of the measures taken in pursuance of paragraphs 6 and 7; it shall inform them of its reasons and the criteria adopted; unless there is special reason to the contrary, such measures shall be made public.

(b) Without prejudice to the provisions of paragraph 7 (b), any such measures may not be adopted or extended with retrospective effect.

(c) The provisions of Article 19 (2) (b) and (c), (3) and 4 (a) and (b) first sentence, 5 and 6 and the provisions of Articles 20 and 21, shall apply *mutatis mutandis*.

(9) Where a defence measure at national level is contemplated, prior to its adoption the Member State shall inform the Commission and shall notify it of the results of the examination of facts which it has carried out. The Commission shall send this information without delay to the other Member States.

(10) Preliminary consultations shall immediately be opened either at the request of a Member State or on the initiative of the Commission. If a Member State finds it necessary to have urgent recourse to national measures, consultations may take place subsequently. Aticle 12 (2) and (3) shall apply *mutatis mutandis*.

(11) The main purpose of the consultations shall be:

(a) to allow the other Member States and the Commission to give their opinions on the points referred to in Article 13;

(b) to see that national measures cause the least possible disturbance to the functioning of the common market;

(c) to allow the other Member States to take corresponding measures and to allow the Commission to commence the procedure laid down in Headings I and II where the interests of a Community industry are concerned.

(12) During the period of application of national measures taken in accordance with the provisions of this Article, consultations shall be held in the Committee within the meaning of Article 18 (1).

(13) The provisions of Articles 23 and 24 shall be applicable *mutatis mutandis*, as well as those of paragraphs 3 to 12 of this Article, for the purpose of defence against bounties and subsidies.

IV

Final provisions

Article 27

Member States shall take all necessary measures for the application of this Regulation not later than by July 1, 1968. They shall immediately inform the Commission of these measures and the latter shall forward the information without delay to the other Member States.

Article 28

The provisions of this Regulation shall be applicable in the French 'départements d'outre-mer'.

Article 29

This Regulation shall have effect from July 1, 1968, with the exception of Article 27 which shall apply from the time of the coming into force of this Regulation.

This Regulation is mandatory in its entirety and directly applicable in all Member States.

Done at Luxembourg, April 5, 1968.

By the Council
The President
M. COUVE DE MURVILLE.

ANNEX

to Regulation (EEC) No. 459/68 of the Council

DECLARATION OF THE COUNCIL

Regarding the Regulation on defence against dumping, bounties or subsidies practised by non-member countries of the European Economic Community.

(1) Where a product imported into the Community is dumped or the subject of bounties or subsidies and where this causes or threatens to cause material injury to an industry established in a non-member

country of the Community which exports the product in question to the Community, the Commission may, at the request of that country and after examination of the facts at Community level, open the consultations provided for in the Regulation referred to above, and may propose to the Council that an anti-dumping or countervailing duty at Community level be instituted in the terms of that Regulation, subject to the obligations arising from the General Agreement on Tariffs and Trade and the agreement on the implementation of Article VI of that Agreement.

(2) Where a product imported into a non-member country of the Community is dumped or the subject of bounties or subsidies and where this causes or threatens to cause material injury to a Community industry which exports the product in question to the territory of the said importing country, the consultations referred to above may be opened in order to examine the manner in which this situation should be remedied and to allow the Commission to submit a proposal to the Council.

(1) See *Board of Trade Journal*, December 2, 1966.

(2) See *Board of Trade Journal*, February 17, 1967.

(3) See *Board of Trade Journal*, August 4, 1967.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation will be published by HMSO, but in the meantime copies of the above translation may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Common organization of the market for cereals

THE TEXT of the following Regulation which affects trade in the cereals sector in the EEC, has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 712/68 modifies as from June 12, 1968 the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel* No. L130 dated June 12, 1968).

The *Journal Officiel* No. C59 dated June 14, 1968 contains the text of a Proposed Regulation which has been submitted to the Council for approval concerning the system applicable to processed products with a cereal and rice base originating in the African and Malagasy States and overseas countries and territories of the EEC. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

The French texts of the above Regulation and Proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for rice

THE TEXT of the following Regulation which affects trade in the rice sector in the EEC has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 712/68 modifies as from June 12, 1968 the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel* No. L130 dated June 12, 1968).

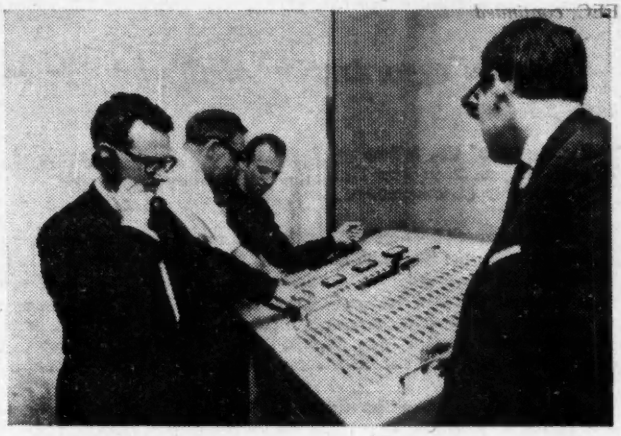
The *Journal Officiel* No. C59 dated June 14, 1968 contains the text of two Proposed Regulations affecting trade in the rice sector. These two Proposed Regulations which the Commission of the EEC have submitted to the Council for approval are as follows:

1. Proposed Regulation relating to the system applicable to processed products with a cereal or rice base originating in the African and Malagasy States and overseas countries and territories of the EEC.

2. Proposed Regulation extending Regulation No. 404/67/CEE (see *Board of Trade Journal* dated August 25, 1967, page 448) which relates to the system applicable to rice and broken rice originating in the African and Malagasy States and overseas countries and territories of the EEC.

It should be noted that the texts of the e Regulations when finally approved may differ from the draft texts referred to above.

The French texts of the above Regulation and Proposed Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.



Photographs for use in newspapers throughout Poland are now distributed by landline in a matter of minutes through the facsimile network recently installed for Centralna Agencja Fotograficzna, the official Polish picture newsagency, by the Muirhead Group of Beckenham. CAF, which is one of the largest picture newsagencies in Eastern Europe, is now exclusively equipped with Muirhead facsimile machines. The first stage of the network has been completed by the installation in Warsaw of a central switching console which will control the distribution of facsimile copies of news photographs to and from 16 principal towns in Poland. The picture shows Muirhead and CAF engineers by the switching console after it had been installed in Warsaw.

Common organization of the market for eggs

THE TEXTS of the following Regulations which affect trade in the eggs sector in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 724/68 fixes as from June 17, 1968 the supplementary amount levied on imports from third countries of eggs in the shell (*Journal Officiel* No. L132 dated June 14, 1968).

Regulation (CEE) No. 734/68 fixes as from July 21, 1968 the supplementary amount to be levied on imports from third countries of egg products (*Journal Officiel* No. L134 dated June 18, 1968).

The *Journal Officiel* No. L134 also contains the text of a corrective to **Regulation (CEE) No. 724/68** (see above).

The French text of the above Regulations and corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Common organization of the market for sugar as from July 1, 1968

THE *Journal Officiel des Communautés Européennes* No. C59 dated June 14, 1968, contains the text of a number of Proposed Regulations which the Commission of the EEC have submitted to the Council for approval concerning trade in the sugar sector as from July 1, 1968. These Proposed Regulations are as follows:

1. Proposed Regulation setting up fuller arrangements for the financing of the common agricultural policy in the sugar sector.

2. Proposed Regulation relating to the fixing of threshold prices for sugar for the period July 1, 1968 to May 31, 1969.

3. Proposed Regulation relating to the system applicable to sugar originating in the African and Malagasy States and overseas countries and territories of the EEC.

It should be noted that the texts of the Proposed Regulations when finally approved may differ from the draft texts referred to above.

The French texts of these Proposed Regulations may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(EEC *continued on next page*)

EEC, *continued*

Common organization of the market for pigmeat

THE TEXT of the following Regulation which affects trade in the pigmeat sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L130 dated June 12, 1968.

Regulation (CEE) No. 708/68 sets out particular intervention measures in the pigmeat sector for the period June 15, 1968 to September 30, 1968.

The *Journal Officiel* No. L134 dated June 18, 1968 contains the text of a corrective to Regulation (CEE) No. 567/68 (see *Board of Trade Journal* dated May 24, 1968, page 1614) which modifies the supplementary amount levied on imports of certain products in the pigmeat sector.

The French text of the above Regulation and corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in compound animal feedstuffs

THE TEXT of the following Regulation which affects trade in compound animal feedstuffs in the EEC has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 712/68 modifies as from June 12, 1968 the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel* No. L130 dated June 12, 1968).

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in processed products with a fruit and vegetable base

THE TEXT of the following Regulation which affects trade in processed products with a fruit and vegetable base has been published in the *Journal Officiel des Communautés Européennes* No. L132 dated June 14, 1968.

Regulation (CEE) No. 723/68 fixes for the period June 16, 1968 to June 30, 1968, for each Member State the price difference applicable for the calculation of levies and refunds for processed products with a fruit and vegetable base.

The *Journal Officiel* No. C59 dated June 14, 1968 contains the text of a Proposed Regulation which has been submitted to the Council of the EEC for approval, concerning the system applicable to processed products with a fruit and vegetable base originating in the African and Malagasy States and overseas countries and territories of the EEC. It should be noted that the text of this Proposed Regulation when finally approved may differ from the draft text referred to above.

The French texts of the above Regulation and Proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Sanitary measures for intra-community trade in fresh meat

THE *Board of Trade Journal* dated May 24, 1968 (page 1614) contained an announcement about a Proposed Directive concerning sanitary measures for trade in fresh meat.

The *Journal Officiel des Communautés Européennes* No. C59 contains the text of a further Proposed Directive which the Commission of the EEC have submitted to the Council for approval, concerning sanitary problems in matters of intra-community trade in certain meats, fresh and in pieces.

The French text of the above Proposed Directive may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.

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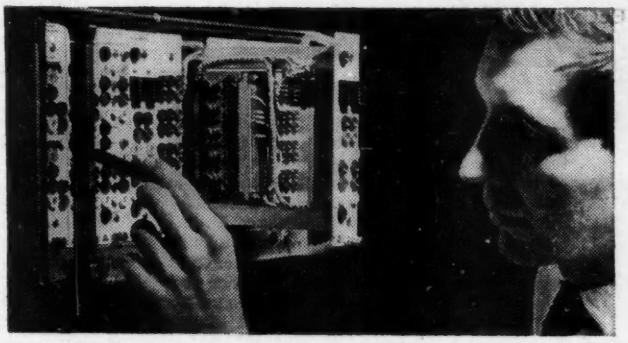
Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
840/67	Fixing the basic price and purchase price for mandarins	8d. (11d.)
841/67	Fixing the basic price and the purchase price for sweet oranges	8d. (11d.)
847/67	Fixing levies in the olive oil sector	8d. (11d.)
892/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
893/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
895/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
900/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
907/67	Altering the additional amount for certain parts of poultry	8d. (11d.)
908/67	Altering the additional amount for certain eggs in shell	8d. (11d.)
909/67	Fixing the refund for eggs in shell exported in the form of goods not covered by Annex II of the Treaty	8d. (11d.)
913/67	Amending the German, Italian and Netherlands versions of the text of Regulation No. 473/67 concerning import certificates for rice and brokens	8d. (11d.)
914/67	Amplifying in the case of Finland, Regulation No. 887/67 establishing the list of issuing bodies for certificates intended to allow the inclusion of certain dairy products from Third Countries under certain CCT numbers	8d. (11d.)
916/67	Postponing the date for giving effect to Regulation No. 408/67	8d. (11d.)
919/67	Amending Regulation No. 635/67 fixing the refunds on exports of pigmeat for the period commencing Oct. 1, 1967	8d. (11d.)
923/67	Fixing conversions coefficients to be applied to the purchase price for mandarins laid down in Council Regulation No. 840/67	8d. (11d.)
924/67	Fixing the list of representative producer markets for mandarins	8d. (11d.)
925/67	Fixing conversion coefficients to be applied to the purchase price for sweet oranges laid down in Council Regulation No. 841/67	8d. (11d.)
927/67	Fixing, with regard to each member state, the difference in the price of white sugar to be applied in calculating the levy and the refund for processed products derived from fruit and vegetables containing added sugar	8d. (11d.)
928/67	Fixing the levies in the olive oil sector	8d. (11d.)
935/67	Fixing refunds for rice and brokens	8d. (11d.)
939/67	Fixing the amount of the refund for olive oil	8d. (11d.)
941/67	On advance fixing of the levy and the refund applicable to compound animal feeding stuffs based on cereals	8d. (11d.)
942/67	Altering the levies applicable to imports of processed products based on cereals and rice	8d. (11d.)
943/67	Fixing refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty	8d. (11d.)
963/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
964/67	Fixing export refunds for rice and brokens	10d. (1s. 1d.)
965/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
970/67	On altering the additional amount for certain egg products	8d. (11d.)
977/67	Fixing the additional amount for slaughtered ducks and guinea-fowl	8d. (11d.)
987/67	Altering the refunds applicable to exports of processed products based on cereals and rice	8d. (11d.)
993/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
994/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
995/67	Fixing refunds for rice and brokens	10d. (1s. 1d.)
996/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
998/67	Fixing, for each Member State, the difference in the price of white sugar to be used on calculating the levy and refund for processed products derived from fruit and vegetables	8d. (11d.)
999/67	Fixing levies in the olive oil sector	8d. (11d.)
1000/67	Altering the levies on imports of processed products based on cereals and rice	8d. (11d.)
1037/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
1057/67	Fixing the production refund on olive oil used in the manufacture of canned fish and vegetables	8d. (11d.)
1062/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
1066/67	Altering the levies on imports of processed products based on cereals and rice	8d. (11d.)
1086/67	Fixing for each member state the difference in the price of white sugar to be applied in calculating the levy and the refund for processed products derived from fruit and vegetables	8d. (11d.)

(EEC *continued on next page*)



An engineer at the Advance Controls Division of Advance Electronics Ltd. works on a new instrumentation system which is being built for the Aeronautics Department of the Imperial College of Science and Technology. The system is constructed on a modular basis developed in collaboration with the Aeronautics Department of Imperial College to perform a wide variety of data handling functions including gathering and displaying data from subsonic and two new hypersonic wind tunnels which the College is building for research at up to 20 times the speed of sound. Advance exports to the more highly developed countries, notably to the United States and Canada and the EEC and, with the reduction of EFTA duties, their exports to Scandinavia have risen 50 per cent.

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The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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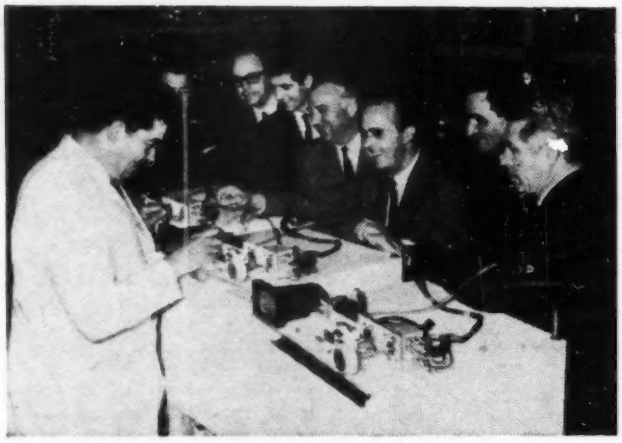
EEC, *continued*

Imports from third countries into the EEC

THE *Board of Trade Journal* dated May 10, 1968 (page 1473) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from community treatment when imported from another Member State even though they may be accompanied by a circulation certificate.

The *Journal Officiel* No. L130 dated June 12, 1968 contains the text of **Decision No. 68/247/CEE** which authorizes Germany, by virtue of Article 115, paragraph 1 of the Treaty of Rome, to apply protective measures to imports of wines from Belgium intended for the preparation of vermouth, the manufacture of vinegar, or intended for distilling or diluting (common tariff heading No. 22.05B) which originates in Greece. These protective measures will take the form of a compensatory tax.

Further details of these measures and the French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).



Four directors of the main exhibition organizers in Switzerland, responsible for international exhibitions ranging from machine tools to domestic appliances, recently visited the Kenwood Group's United Kingdom factory with Mr. Otto Schumpf (second right), head of Kenwood's Swiss company with the group's export manager Mr. J. Lindsey (third right). Forty per cent of the company's turnover in Switzerland is effected through the 12 trade and public exhibitions held each year by these exhibition organizers in Zurich, Berne and Geneva. Ten per cent of this is through direct sales of mixers and dishwashers to the public and the remaining 30 per cent through retailers as a direct result from inquiries at exhibitions. Seen at the dishwasher assembly line at the Havant factory are (left to light): C. McCurdy (assembly line foreman); F. Muller; R. H. Ernst; P. O. Locher (interpreter); M. Kunz; J. Lindsey; O. Schumpf and J. P. Schadt.

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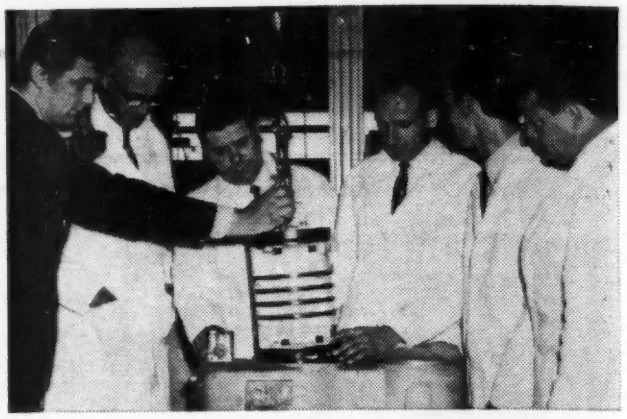
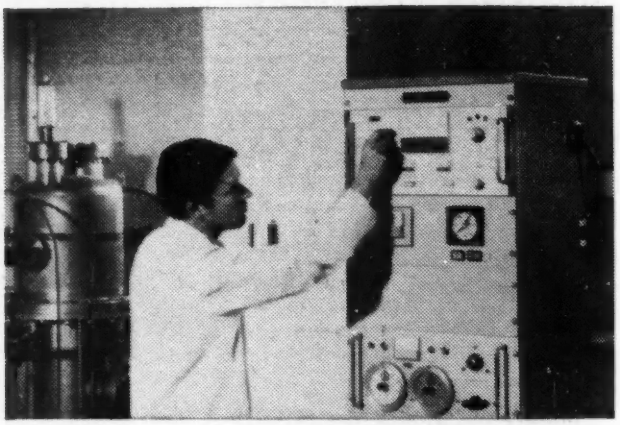


Salesmen and service engineers from The Hydrovane Compressor Company's distributors in Austria, Germany and Switzerland attending product familiarization and service courses at the Hydrovane factory at Redditch, Worcs., during June. In the photograph, visitors from Austria and Germany are being shown how to assemble a Hydrovane rotary air compressor by overseas marketing representative Mr. D. D. Kronsbein (left).



A technician at the laboratories of Edwards High Vacuum Limited Crawley, Sussex, carries out final performance checks prior to the export of this ultra high vacuum system to an Italian company. During tests the system has reached a vacuum better than 5×10^{-11} torr, approximately equal to one million millionth of atmospheric pressure and equivalent to the vacuum encountered at about 650 miles above the surface of the earth.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
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Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
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All requests for information and application forms for computers and ships should be addressed to Southend.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar. 1968
Balance of Payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	10 May 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	7 June 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Catering trades turnover (M)	14 June 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	10 May 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	This week
Production, exports and orders (M)	This week
ECGD business (Q)	7 June 1968
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	10 May 1968
Footwear industry orders (M)	14 June 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	14 June 1968
Sterling area trade summary (Q)	9 Feb. 1968
Trends in export of manufactures (A)	27 Oct. 1967
World trade and production (Q)	3 May 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	7 June 1968
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	10 May 1968
Gold and convertible currency reserves (M)	14 June 1968
Hairdressing trades turnover (M)	14 June 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	17 May 1968
Business (M)	7 June 1968
Industrial building provisional figures (Q)	26 April 1968
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Insurance companies:	
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Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 Jan. 1968
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Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	21 June 1968
Nationalized industries overdrafts (M)	2 Feb. 1968
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Transactions (Q)	8 Mar. 1968
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Retail trade:	
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N. Ireland index (M)	This week
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Movement at UK ports (M)	21 June 1968
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Stocks:	
Distributive and service trade (A)	23 Feb. 1968
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Overseas payments and earnings (A)	3 May 1968
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Clothing and textile orders and deliveries (M)	21 June 1968
Cotton production (M)	21 June 1968
Wholesale houses sales (M)	14 June 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	21 June 1968
Tourism:	
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UK tourist traffic (M)	3 May 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
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Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	7 June 1968
Board of Trade Regional organization	14 June 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	14 June 1968
Customs notices of interest to exporters	24 May 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1967
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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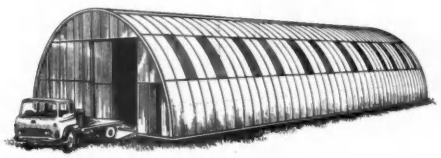

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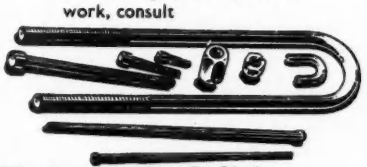

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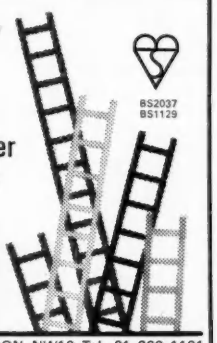

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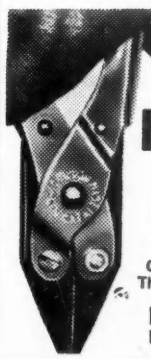

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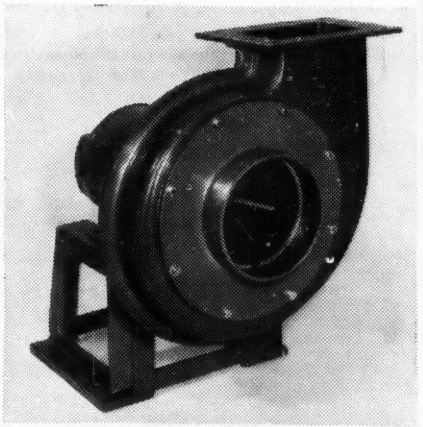

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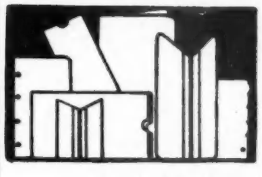

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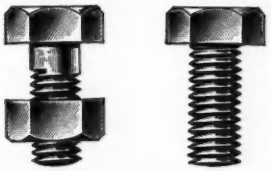

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